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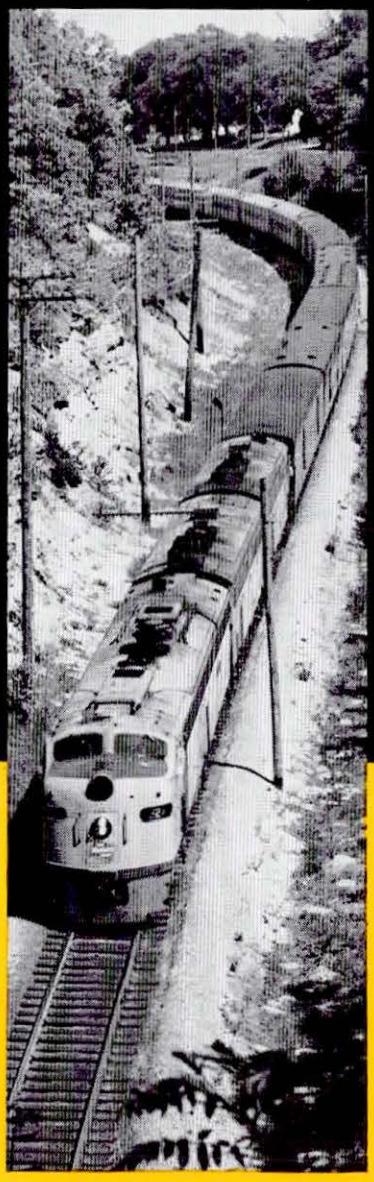
How NYC servicing facilities **cut costs,** reduce diesel locomotive delays . . . . . p. 14

May 18, 1964

RAILWAY AGE WEEKLY



PASSENGER TRAINS:

A billion-dollar business, but...

p. 18

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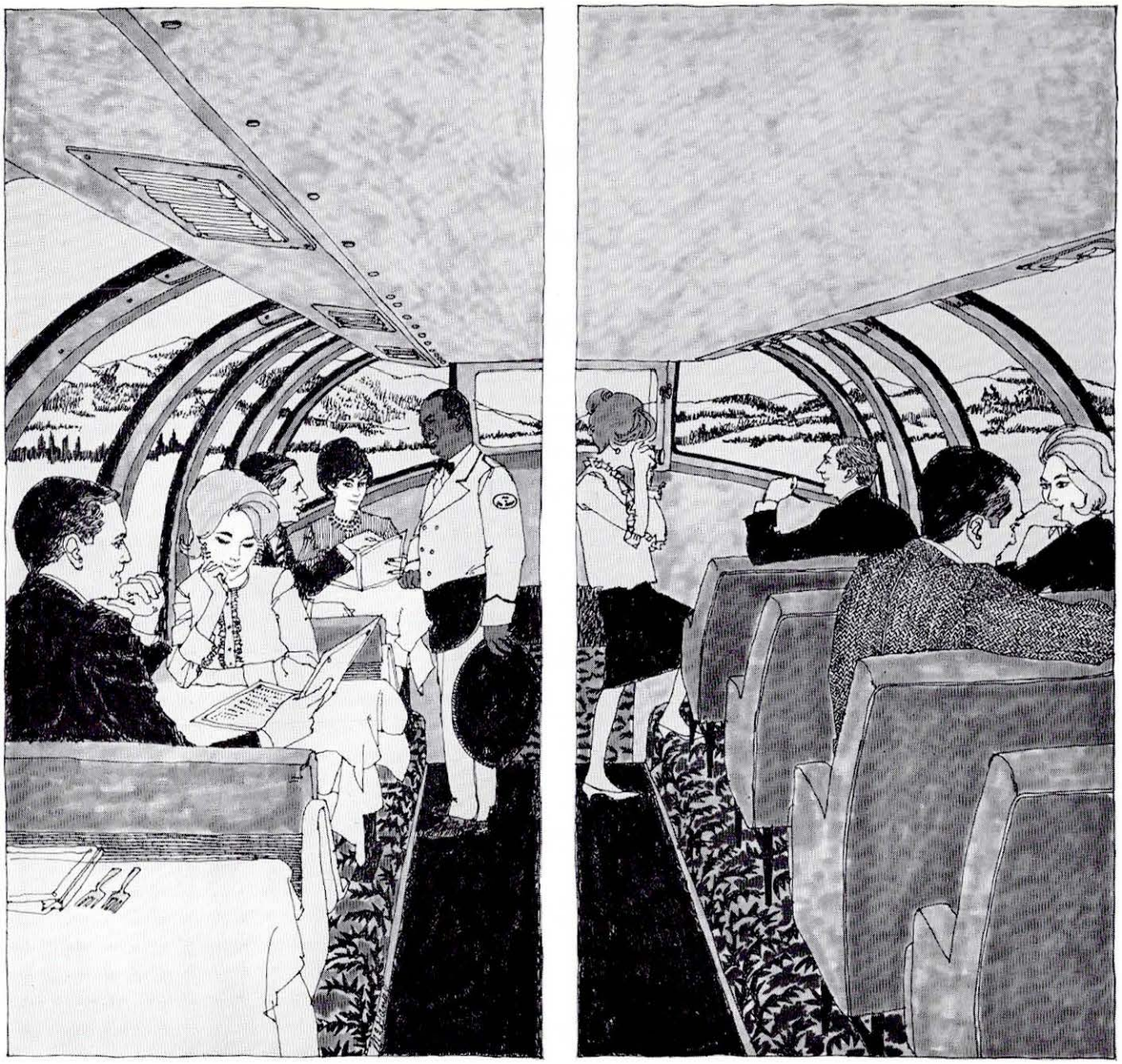

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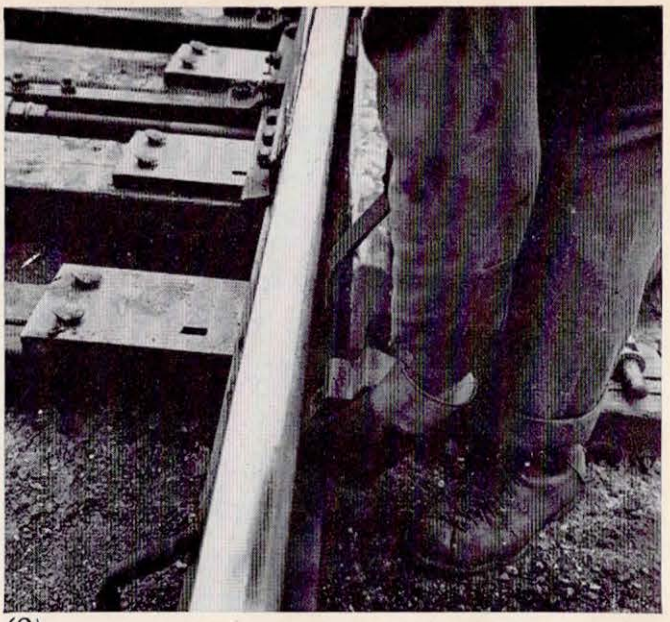

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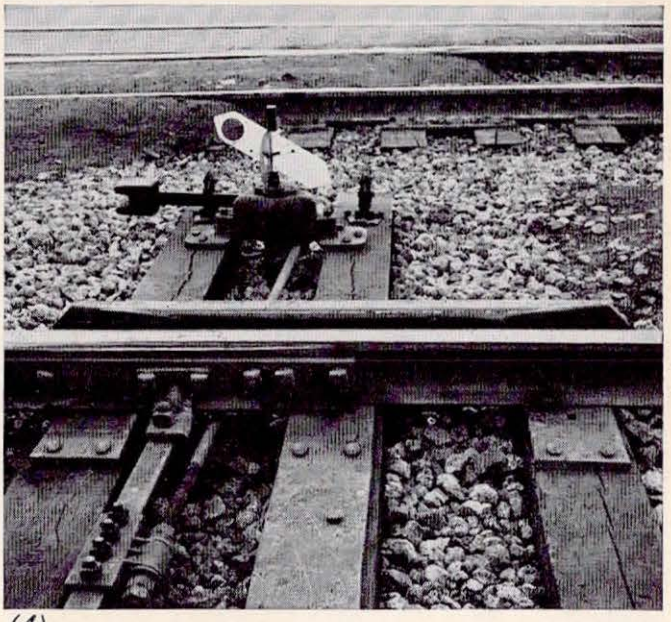

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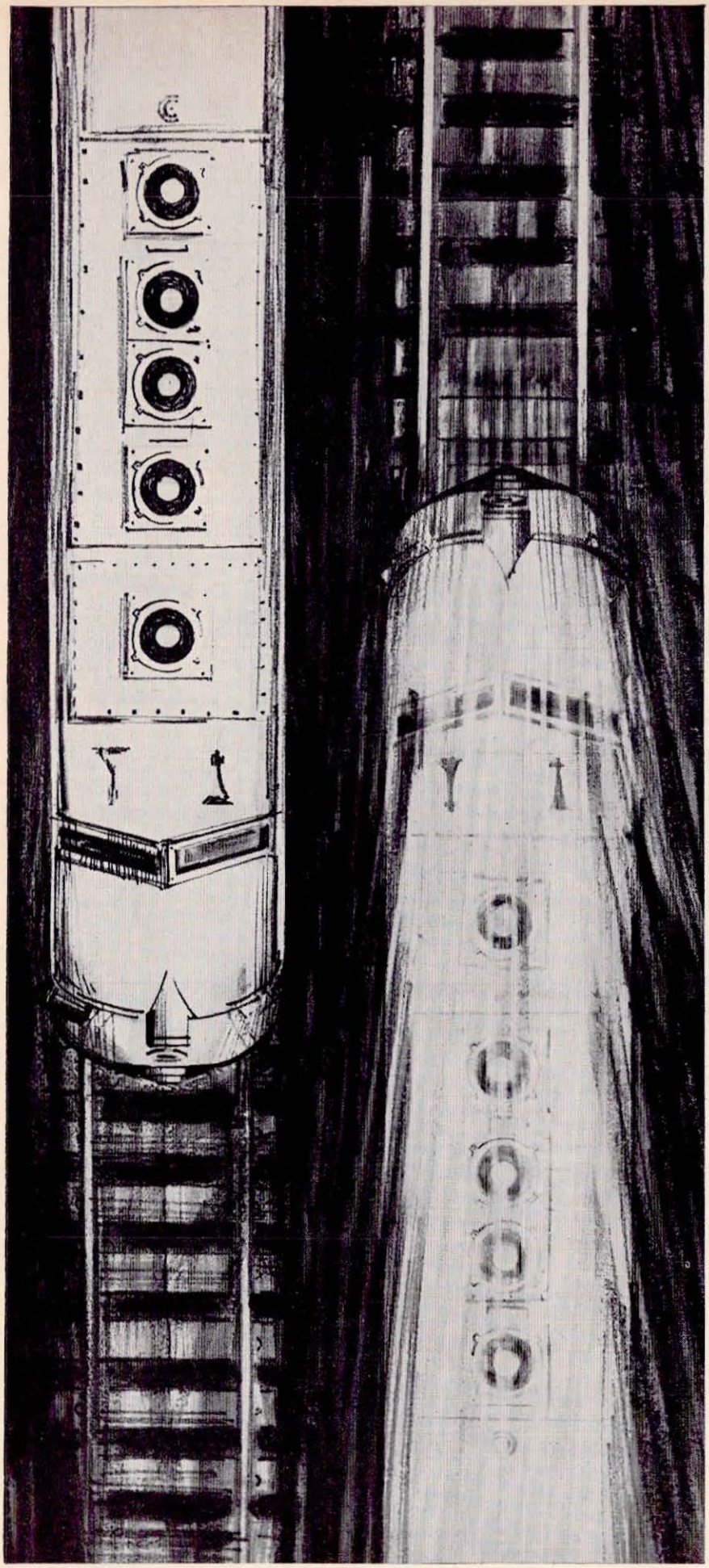

automatic meets on the SP

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PASSENGER TRAINS:

A billion-dollar business, but . . .

The passenger deficit still hovers around the $400-million mark, but there are signs of a better future. **p.18**

East steps up its buying

Capital outlays by Eastern roads will be up 86.2% over last year. All districts will increase their expenditures. **p.9**

Computer centers for cutting L&D bill?

An AAR vice president suggests a study of the feasibility of data-processing centers as anti-L&D weapons. **p.11**

The stub switch makes a comeback

A switch that need not be swept free of snow is being considered as a replacement for split switches in yards.. .....**p.12**

How the NYC cuts costs

New equipment pays off by increasing locomotive availability and helping to control end-of-run servicing expense. **p.14**

The Action Page—Is rail travel necessary?

Good passenger service wins friends, not just for the railroads that provide it, but for the entire industry. **p.54**

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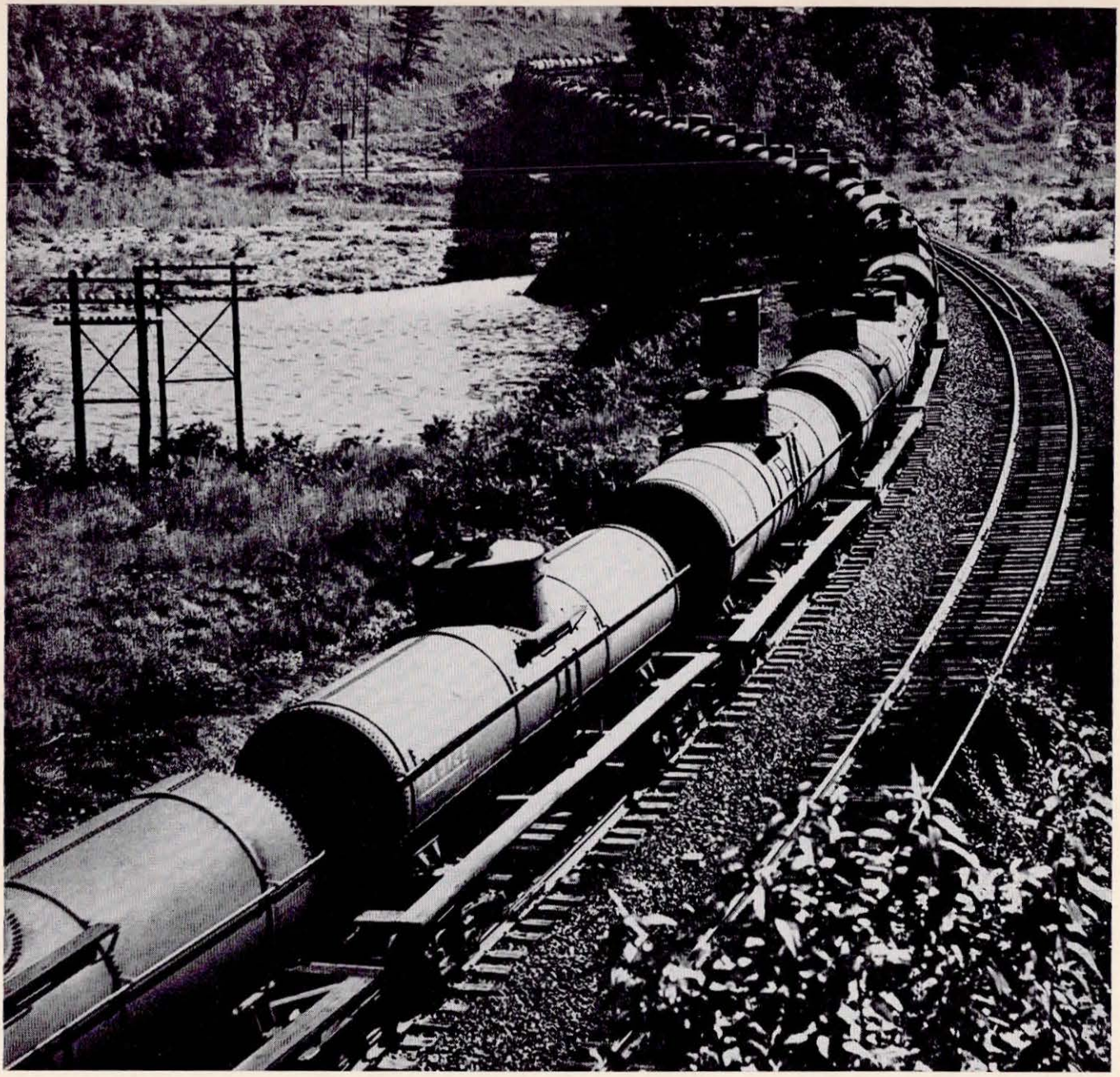

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SHORT AND SIGNIFICANT

TOFC: New high for '64

There's more bullish news on the piggyback front. In the week ended May 2, TOFC loadings totaled 17,545 cars—a new high for the year and close to the all-time record of 17,709 set in October of last year. In the corresponding week a year ago, 16,243 piggyback cars were loaded; two years ago the figure was 13,783.

•

Support mustered for mass-transit bill

Authoritative sources in rapid-transit circles report that sufficient votes have been garnered to assure passage of the House version of the $500-million dollar mass-transit bill (H.R. 3881) within the next few weeks. The Senate has already approved its version of the legislation.

•

'Hy-Cube' cars to be exempt from rules?

Amendment of U.S. Safety Appliance Standards to permit the building of extra-high box cars without roof running boards and ladders is being considered by ICC. Roads acquiring several hundred 10,000-cubic foot auto-parts cars with roofs 16-feet 10-inches above the rail filed petition prompting this action. Written arguments concerning safety appliances on such cars are to be filed with Commission by May 27; no oral hearing is contemplated.

•

B&O passenger traffic up

After one month of operation with "Red Circle Day" fares, the Baltimore & Ohio reports it has more than halted the decline in its first-class passenger patronage. The plan (RA, Mar. 23, p. 19), offer travelers a 31% fare reduction for first-class accommodations on Mondays, Tuesdays and Wednesdays. Paul H. Reistrup, B&O's director of passenger services, said Red Circle Day business on B&O from April 13 to May 12 ran at the rate of 92,000 first-class passengers per year—20% more than those days formerly attracted. B&O is studying the possibility of extending the plan to coach traffic.

•

ICC lets L&N discontinue train control system

Division 3 of the ICC has ruled that the Louisville & Nashville may discontinue operation of automatic train control devices on its line between Corbin, Ky., and Etowah, Tenn. The Commission upheld hearing examiner Robert R. Boyd who ruled that the two-speed automatic train control system on the 162-mile single-track is obsolete. Adequate safety will be maintained, the report said, by the 3-aspect signaling, centralized traffic control, electrically-locked switches, the 132-lb rail, treated crossties, and by keeping maximum speeds at 70 miles per hour for passenger trains and 50 miles per hour for freight trains.

•

B&LE will expand lakeside coal facilities

Bessemer & Lake Erie President F. W. Okie announced that work will begin this summer on constructing a complete coal handling installation in Conneaut, Ohio. Included will be a conveyor belt for loading ships at the rate of 4,000 tons per hour, and 25 acres of winter storage facilities adjacent to the dock that can hold up to two million tons of coal. The facility will be partly operational by November, and completed in 1965.

MONDAY MORNING REPORT

Passenger business: color it red

How accurate a prophet was Interstate Commerce Commissioner Howard Hosmer? In 1958 he predicted the end of the parlor and sleeping car business by 1965—and the demise of the coach business by 1970. It looks now as though Mr. Hosmer's timetable—not the substance of his gloomy report—may have been thrown out of kilter by vigorous carrier efforts to bring the passenger problem under control. Some help also came from government, though not enough.

Trends: still depressing

Passenger business still drains railroad resources. (See page 18). The downward drift is not as steep as it was five or six years ago, but the losses—an estimated $398 million last year—have started to climb again. It may be that another dose of the same medicine the ICC prescribed five years ago (after the Hosmer Report) is called for. Or, at least, that part of the prescription that was not applied toward the ailing passenger business—the considerable help that could come from enlightened local, state and federal governments if they want railroads to continue providing "essential" passenger service.

Government looks away

The ICC's strong prescription for saving the passenger business (RA, June 1, 1959, p. 9) touched many facets of the problems confronting railroad managers in 1957—when the passenger deficit soared to $723.6 million. The 11-point program was, generally, taken to heart by the carriers. With some exceptions, it was ignored by the governmental agencies, high and low. Government could, perhaps, have augmented the carrier efforts enough to have pulled the business to a break-even point.

Spotty action at best

The ICC's formula for solving the passenger problem included: elimination of the 10% federal excise tax; community aid for essential passenger service not paying its way; federal tax law amendment to encourage revision of local and state taxation; equalization of state ad valorem property taxes so that carrier facilities would be taxed at the same levels as other property; carrier action to eliminate duplicate trains, terminals and other facilities; federal review of defense requirements and mail policy; railroad experimentation with equipment and techniques, and more study by railroads of the effect of price on passenger volume.

Railroads worked at ICC's recommendations

It was strong medicine. It might have worked if the governmental parts of the recommendations had been attacked as thoroughly as the parts left up to the railroads. Even the part of the program tackled by the carriers has had a salutary effect. Railroads have pared down train rosters. They have promoted traffic. They have undertaken extensive—and expensive—equipment experiments ranging from Slumbercoach service to self-service diners. They have been experimenting, coast-to-coast, with fare-reduction programs. They have promoted tours, special excursions, vacation "packages," and even gone into the trinket trade with souvenir glasses, playing cards, and other items.

Improvement, but . . .

It all helped chop the deficit from 1957's record red-ink performance, The deficit has been reduced mainly because passenger-train miles have been reduced almost 25% while passenger-train revenues have, generally, held steady. Last year's passenger-train performance is a testimonial to the fact that the carriers took the ICC's recommendations to heart. Government's score is nowhere near as high.

RAILROAD CAPITAL EXPENDITURES: 1964-1963

District or region	Actual year 1963 104 roads	Expenditures for 97 reporting roads		
		Actual year 1963	Estimated year 1964	Percent of increase
Eastern district	$193,930,893	$166,702,675	$310,384,504	86.2
Pocahontas region	124,782,966	124,782,966	168,284,973	34.9
Southern region	216,338,047	216,338,047	229,801,134	6.2
Western district	508,736,583	507,442,798	563,507,794	11.0
TOTAL	**$1,043,788,489**	**$1,015,266,486**	**$1,271,978,405**	**25.3**

Estimates of 1964 capital spending are from the ICC's Bureau of Transport Economics and Statistics.

East steps up its buying

The Eastern carriers are nearly doubling their 1963 spending for new plant and equipment. Capital outlays for roads in other areas also show an increase.

Railroad capital spending now appears to be highballing towards the $1.3-billion mark for '64. And the brightest spot in the spending picture is, of all places, the East.

Riding the crest of a modest wave of prosperity (RA, May 11, p. 11), the traditionally-hard-pressed eastern carriers have nearly doubled their 1963 capital outlays. A late ICC survey discloses that Eastern District roads now plan to pump more than $310 million into new plant and equipment this year—an 86.2% increase over last year's actual expenditures, which totaled $166.7 million.

The ICC survey (see chart) is based on estimates furnished by 97 of the nation's 104 Class I roads (i.e., carriers with gross annual revenues of $3 million or more).

Pocahontas roads are also stepping up spending sharply—by nearly 35%.

● **Other big spenders.** This does not mean that western and southern roads are lagging. Traditional healthy earners, they are maintaining—and even strengthening—their substantial capital budgets of recent years. Southern roads will spend 6.2% more on plant and equipment this year than in 1963. And western carriers—still the biggest spenders, in absolute terms—are hiking outlays by 11%. The $564 million budgeted by western roads for 1964 represents nearly half of the industry's planned total outlays.

The improved spending picture reflects a number of factors—including the industry's modestly improved earnings position. The Association of American Railroads last week came out with its official estimate of first-quarter Class I profits—$144 million, compared with $84 million in the corresponding period of a year ago.

● **Sobering statistic.** But a careful reading of the AAR statement underscores the continuing seriousness of the railroad earnings picture: while the industry as a whole showed a profit, 26 individual carriers failed even to earn enough to cover their fixed charges in this year's first three months. Of these, 17 were in the East.

● **How it's being spent.** The ICC's new spending survey indicates that the heaviest spending is coming in the first half. The ICC estimates first-half expenditures at $732.9 million.

As expected, the heavy emphasis this year is on new equipment. For example, in the first half, equipment expenditures are expected to be up 71.3% over last year; road spending will be up approximately 34.3%.

Spending for cars and locomotives has so far been moderate to heavy. In this year's first quarter, orders were placed for 22,366 new cars, compared with 8,464 for the corresponding 1963 quarter. The year began with forecasts of a 60,000-plus year for new cars. This is now looked upon as conservative.

First-quarter figures for locomotive orders are not available—but there has been a noticeable pickup in recent weeks. For example, orders were announced last week for 57 new domestic locomotives, and 52 for export (see page 49). ■

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Computer centers for cutting L&D bill?

Successes and failures in the industry's war on L&D were tallied at California meeting.

Regional computer centers keeping tabs on loss and damage to railroad shipments may be the technique leading to an improvement in the industry's worsening L&D performance, an industry spokesman believes.

Curtis D. Buford, AAR vice president for operations and maintenance, speaking to the 73rd annual meeting of the Freight Loss & Damage Prevention Section of the AAR at San Francisco, advised L&D prevention experts to study the feasibility and need for data-processing centers. He said such centers may produce more useable L&D information in commodity-shipper-station-consignee form — and offer the best solution to "taking some of the guesswork out of loss and damage prevention."

Industry and shipper spokesmen at the meeting described a wide variety of action being taken against the mounting L&D payout by railroads.

Southern Pacific, saddled with loss-and-damage costs of $1 million a month, is attacking the problem of damaged shipments two major ways. Cooperation is being sought in the yards from the men who do the work. SP is also buying cushion-underframe equipment in carfleet lots.

W. D. Lamprecht, SP vice president-system operations, told the L&D prevention experts "there is a need for less talk and more action." While admitting that the L&D claim ratio would have climbed even more without past L&D prevention efforts, he pointed out that the national ratio of claim payments to revenue is still mounting alarmingly: "In 1951 it was $1.04. In 1961 it was $1.45. And this happened despite tremendous expenditures for load-protection equipment, despite all of our research and cooperation with shippers to develop better packaging and loading practices, and despite all of our educational efforts with employees."

• **Cites L&D reduction.** Mr. Lamprecht, however, sees considerable merit in the kind of load-protection devices being installed on cars today—as well as in carefully conceived programs to enlist employees in the battle against L&D.

"Our own experience with 3,813 Hydra-Cushion cars during a six-month period in 1963 was that the average claim per trip was only $3.86. This compared with an average claim of $12.11 per trip for standard box-car equipment handling the same commodities," he said. He noted that while the shippers appreciated the L&D reduction, "it can hardly be considered that we saved this amount. On the contrary, we had to put out about $3,000 in additional capital money to equip the car in the first place. This is just about the same number of dollars in claims that the car will save in its 20-year life. But, in this case the savings will be in terms of less expensive operating dollars. So, let's not fool ourselves that the purchase of more damage-free equipment can be economically justified on the basis of savings in claims. While claims will be less, we'll be paying even more money out of another pocket."

• **Other factors.** Despite this arithmetic, Mr. Lamprecht noted that this equipment is justified because it meets competition more effectively, and enables the railroads to reach out for new business with a "much more damage-free service." And on this basis, "we must certainly endeavor to expand the fleet of these cars just as rapidly as possible."

SP, said Mr. Lamprecht, considers this so important that it has so equipped practically all closed cars purchased since 1956 and is now extending use of cushioning devices to flat cars and auto-rack cars: "Altogether, we now have over 5,000 of these cars. We consider it so important that we are choosing to buy these cars even though we could purchase a considerably larger number of ordinary cars for the money we have available. We are hopeful, of course, that other roads, however, large or small their budgets may be, will adopt this same philosophy."

Mr. Lamprecht noted that SP, to get maximum value from the expensive cars, steers the most dangerous-prone commodities into them.

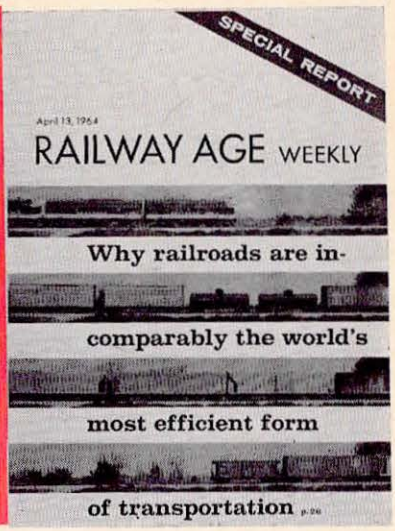
• **Less L&D in heavy loads?** He urged the L&D prevention experts to discover how the new cars can be used most effectively in view of the carriers' drive toward heavier loads per car: "It is interesting to note that last year the average car loaded on SP lines carried 11.4 more tons than in 1955, an increase of 32.7%, or close to one-third." SP would have needed an average of 1,900 more freight cars for loading every working day in 1963 to handle the same business—at 1955's average load.

"An interesting sidelight of heavier loading is that it seems to go hand in hand with a decrease in claims," he said. "The close relationship between heavier loading and damage prevention gives you specialists a particularly broad opportunity to experiment with new loading methods."

• **Employee help sought.** SP's operating vice president wound up his talk to the LD prevention experts with a description of SP's campaign to win the support of employees in decreasing L&D: "Our people today are better educated and more sophisticated. They expect and are entitled to not only their paychecks on payday, but also some understanding of what the purposes and policies of the company are, so that their jobs make sense and they can have some feeling of purpose and participation." ■

Special Report Reprints

Reprints of the Special Report on railroad efficiency, which appeared in the April 13 issue of Railway Age, are now available. Inquiries should be addressed to George Johnson, Railway Age, 30 Church St., New York, N.Y. 10007.



The stub switch makes a comeback

Minnesota Transfer is testing a new switch that operates without being swept free of snow, reducing yard-crew delays.

Although the split switch replaced the old stub switch years ago, a new design of stub switch is being considered as a replacement for split switches in yard use. The device is the J&M Automatic Yard Switch, manufactured by Railroad Permanent Way Products Corp., Ashtabula, Ohio, a companion company of Railroad Rubber Products, Inc. The first switch of the new type was installed last winter on the Minnesota Transfer, a terminal line at St. Paul, Minn.

The main objection to the old design of stub switch was that the running rails on each side of it crept under traffic and crowded the switch rails against the fixed rails so that the switch was sometimes rendered inoperable. Another objection was that the switch rails were not always lined up properly with the fixed rails, and wheels with sharp flanges had a tendency to climb the rails.

● **Costs up, production down.** The road points out that in periods of heavy snowfall and blizzard conditions, operating costs increase substantially while at the same time productivity decreases. This is due in great part, it is said, to the problems encountered with the operation of the present split switches. During these periods it is necessary to sweep the points of switches clean before they can be operated. Because of the now limited number of track laborers available and the difficulty of employing temporary help, switch and engine crews must often spend a great deal of unproductive time waiting for switches to be cleaned. The result is not only increased track-labor costs for cleaning the switches but also increased handling costs per car.

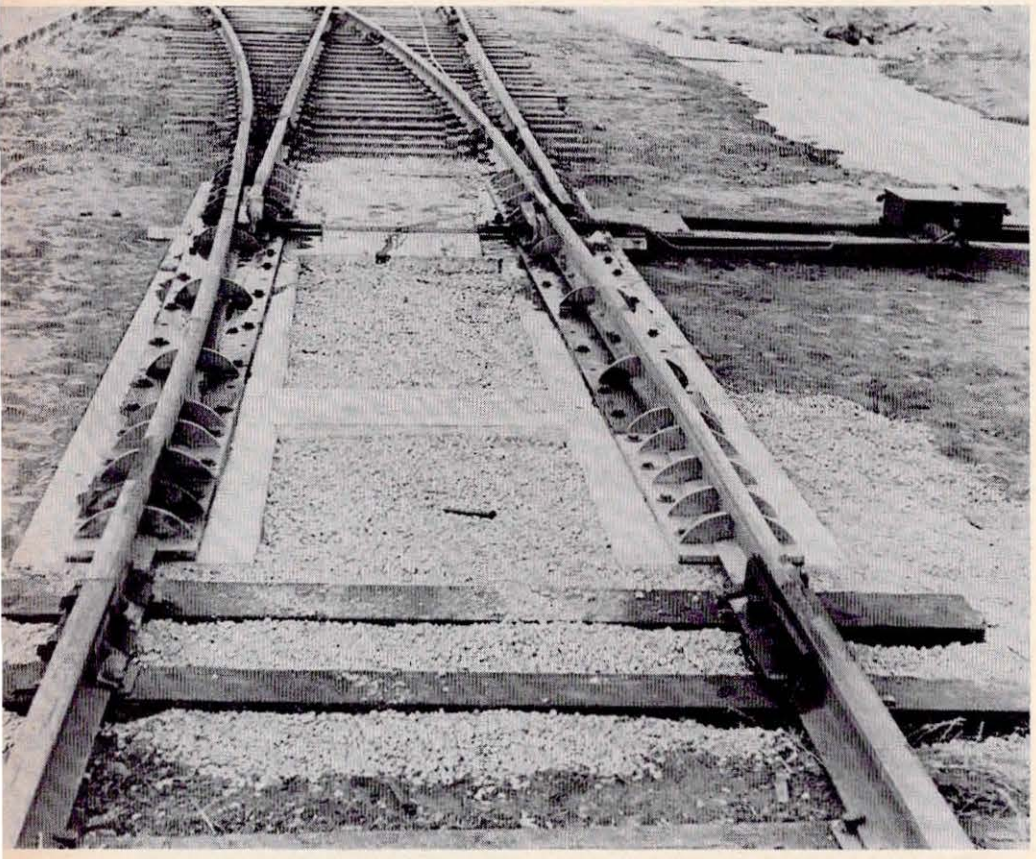
According to C. L. Lamphere, MT's superintendent, the J&M Automatic Yard Switch appears to have solved the problem of sweeping out the switches while at the same time reducing the possibility of engines getting on the ground. Mr. Lamphere said further that he considers the switch ideal for his part of the country and expressed a desire to have them at all his switch locations.

● **Welding prevents crowding.** John L. Jensen, MT's chief engineer, explained that the switch is basically a form of the stub switch mounted on a prestressed-concrete foundation instead of on switch ties. The two switch rails are each welded to ¾-inch-thick base plates. The latter extend the full length of the 21-foot concrete foundation and are anchored securely to the foundation. A ¼-inch-thick rubber pad is installed between each base plate and the foundation.

Each switch rail of the J&M yard switch is 17 feet, 4 inches long and is movable at one end for a distance of 12 feet. The free end has a 4½-inch throw and it has a flared guard, 18 inches long, on the gauge side to provide a normal flangeway for wheels. The fixed rails, separated from the switch rails by ¼-inch gaps, are 10 feet long and are machined as necessary to provide a standard flangeway.

● **Is self-aligning.** The presently installed switch is operated by a Union Switch & Signal YM-1 switch machine. However, various methods of operation are being considered. The track circuitry is so designed that the track-fouling circuit will actuate the switch mechanism to properly align the switch for a trailing movement over the switch. If the electric current should be interrupted, the machine can be overridden and the switch thrown by hand.

Mr. Jensen reports that the J&M yard switch has performed satisfactorily so far without the need for sweeping snow from it. However, he points out that the switch was not installed until the middle of January and that the snowfall since then had not been in sufficient quantities to test its performance under severe conditions. The entire assembly will soon be moved to a new location where it will undergo "very heavy" switch movements. ■



The fixed end of the switch rail is welded to a base plate that extends the full length of the pre-stressed concrete foundation. The movable end also has braces welded to it to prevent overturning. This movable end is 12 feet long and has a throw of 4½ inches. The switch machine can be placed in the well between the rails if desired.

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NEW FACILITIES RAISE LOCOMOTIVE AVAILABILITY

How the NYC cuts costs

Two of the New York Central's busiest servicing points were entirely rebuilt to reduce locomotive delays. The road is said to be studying rearrangement of several other terminals.

New locomotive servicing equipment and facilities are paying off for the New York Central. Locomotive availability has been increased, and the cost of performing end-of-run servicing is being controlled. Automatic fueling installations, improved sanding equipment, rearranged facilities, and better coordination have all contributed to these improvements.

● **Servicing points rebuilt.** Today, all NYC locomotive fuel tanks and fueling installations are equipped for automatic operation. Two of the road's busiest servicing points—DeWitt at Syracuse, N.Y., and Collinwood at Cleveland, Ohio—have been completely rebuilt to reduce locomotive delays. Rearrangement of several other NYC terminals is reportedly now under study.

Much of the groundwork for these system-wide projects was conducted by the road's Eastern District staff at Syracuse, N.Y., under W. T. Alexander, general manager. Early evaluation and testing of automatic fueling equipment, started in 1961, was done by the mechanical department there. About 18 months ago, the District's industrial engineering group, collaborating with its mechanical and engineering organizations, undertook a complete revision of the locomotive servicing facilities at DeWitt Yard.

NYC reports that the $280,000 expenditure at DeWitt is now returning well over 100%. The savings result from a series of benefits:

- Locomotive availability has been increased because delays in entering the fueling station have been virtually eliminated; time at the station itself has been cut substantially; the interval between moving from ready tracks to trains has been reduced.
- Initial and final terminal delays of road crews have been cut because of improved accessibility to the fueling station.
- Efficiency of fueling and servicing has been greatly improved.
- Mechanical department operations are much better coordinated and controlled.

In addition to these major advantages, there are numerous smaller savings. One stems from the release of tank cars formerly used for moving and storing lubricating oil at the center-of-the-yard servicing facility, which has now been abandoned.

"The key to our new locomotive servicing facilities has been our automatic fueling and sanding equipment," says E. H. Wright, chief mechanical superintendent-locomotives. Couplings and pilot valves needed for automatic fueling are now installed on all NYC locomotive fuel tanks. In addition, all the road's fueling stations have nozzles which shut off automatically when locomotive fuel tanks are filled.

● **Sand-handling problem.** After the appraisal and decision which preceded these installations, there came the design of complete new servicing facilities in which sand handling proved the most difficult problem to solve.

Manual filling was slow

With the original manually controlled fueling station nozzles it was necessary to have a man devote himself to handling one, or at the most two, during a locomotive fueling operation. In the case of a multiple-unit locomotive, several men were needed when all units were being fueled simultaneously. To do otherwise frequently resulted in overflowing tanks. The spillage represented a money loss and hazard at the fueling stations. On occasion it also had resulted in complaints by municipalities.

NYC finally adopted the design produced by the Houston Co. for application to its approximately 2,000 road and switching locomotive units and at all fueling points along its 10,000-mile system. Location of the shut-off mechanism in the fueling-station nozzle was found to simplify and reduce the cost of locomotive installations. During the transition period, it was possible to use the standard manually controlled nozzles to fill locomotives which had been fitted with the Houston equipment and to fill unequipped locomotives with the Houston nozzles under manual control.

Principal components of the Houston system are:

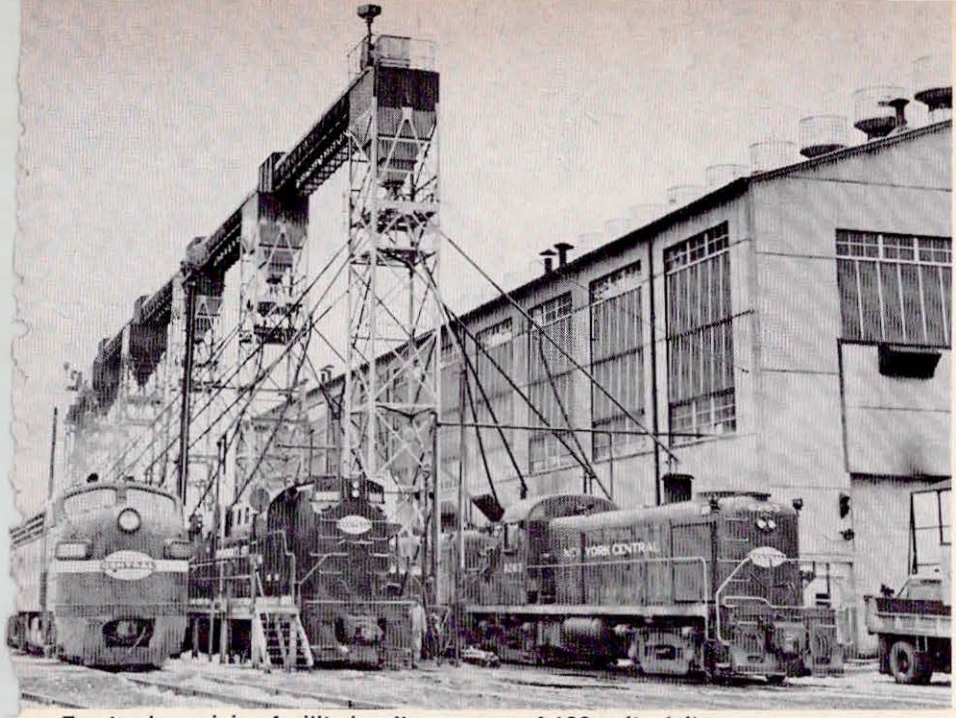
- A nozzle which mounts on the fueling station hose and is designed to mate with the coupler valve on the locomotive filler pipe;
- a coupler valve which incorporates a spring-loaded check valve and a probe which opens the control-valve channel to the nozzle shut-off;
- a pilot-valve—a ball-check device mounted in the tank wall and operated by a small aluminum float; and
- a pressure transmission line connecting the pilot valve and the coupler valve.

The nozzle is engaged to the coupler valve by a bayonet connection, during which a hollow pin in the coupler valve contacts and opens the nozzle control valve. Control flow starts from the nozzle, through the coupler-valve transmission line, and pilot valve into the tank. When the fuel tank is filled, rising of the pilot-valve float shuts off control flow into the tank and builds up pressure in the diaphragm section which forces the main valve to retract, closing the nozzle.

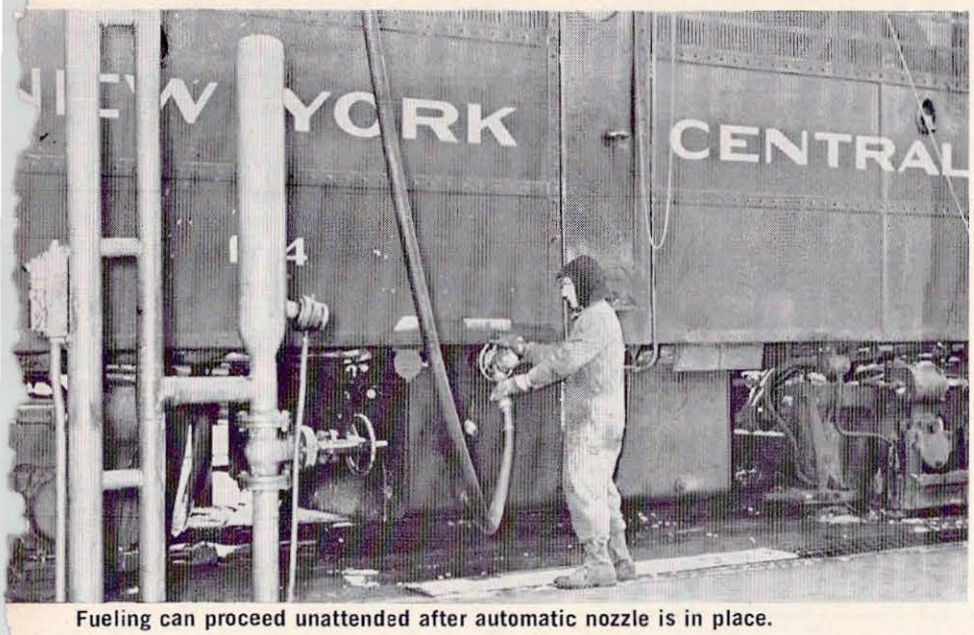
In addition to the fueling-station applications, Houston nozzles have been installed at points where trains are fueled without uncoupling the locomotives. Typical is the arrangement adjacent to the Syracuse passenger station. There, locomotives of passenger trains and of the "through-runner" freights, solid Flexi-Van and solid auto-rack-car trains, are filled during their brief stops.

● **Fast and economical.** While the DeWitt servicing facility handles 120 units daily, an additional 80 units are fueled while they remain coupled to their passenger and freight trains on the main line. Here, as in the servicing facility, the high-speed, unattended fueling operation has proved both beneficial and economical.

In September 1962 the NYC undertook an over-all study of its locomotive



Two-track servicing facility handles average of 120 units daily.



Fueling can proceed unattended after automatic nozzle is in place.

All sand-box locations can be reached by new delivery system.

servicing. W. T. Alexander, Eastern District general manager, had, for some time, been interested in the locomotive fueling and sanding arrangements in DeWitt Yard, the "heart" of his district's freight operations. The facility at the time was between the eastbound and westbound humps in the center of the yard. Sanding drops and fuel outlets were located so that a locomotive had to make a stop for each pair of sandboxes and could not clear the sanding facility while it was being fueled, two units at a time.

Servicing a five-unit locomotive took 45 minutes and frequently meant long delays when a number of locomotives arrived for servicing at about the same time. Yard and train movements often prevented locomotives from tying up promptly.

● **Cooperative effort.** General Manager Alexander assigned his industrial engineering group to locate and design a two-track servicing facility at DeWitt which would sand and fuel all units of two five-unit locomotives simultaneously. Economy dictated two tracks, even though three or more — all equipped for fueling and sanding — would have meant that there would usually be an empty track on which an inbound locomotive could tie up. The industrial engineers worked with the mechanical and engineering departments at every step.

As soon as the industrial engineering study began, it became apparent that it would probably be advisable to move the servicing station from the center of DeWitt Yard to a new site beside the DeWitt locomotive shop.

One of every five units arriving at the servicing facility had to go to the diesel shop. The mechanical department was faced not only with the problem of hostling units between servicing and repair sites, but was constantly moving men and materials between these areas. Putting the new facility adjacent to the locomotive shop would make it possible to shop any unit immediately and would allow many to be repaired on the servicing tracks, because shop personnel were always available. Locomotives could usually proceed with no delay to this site along the north side of the yard.

● **Shop handles 570 units.** DeWitt locomotive shop maintains, on a spot system, all the road and switching power on the Eastern District—a total of 570 units. All these locomotives come to DeWitt for monthly, quarterly, semiannual and annual tests at a rate of 15 units daily. Some heavy repairs are also performed. Transferring the servicing of 120 more units daily to the same area required the rearrangement and addition of tracks so that both operations could proceed smoothly.

A two-track servicing station, a series

of new ready tracks, and rearranged shop leads and tracks were designed to accommodate all the locomotive servicing and repair movements, even during the heaviest traffic periods.

Having previously adopted the Houston fueling system, the only problem involved with fueling was that of stanchion spacing. A high-capacity sanding system, capable of matching the delivery rate of the automatic fueling equipment, required considerable study and development. In addition, the servicing plan called for lubricating oil, treated cooling water, and fresh water to be available for any unit.

● **Belt conveyors chosen.** After checking all units owned by the NYC, it was decided that a 54-foot spacing was the optimum. Servicing facilities spaced on such centers could be arranged to reach any unit in any coupled consist. This meant a platform 280 feet long. Sanding was not as simple because road, road switcher, and switcher locomotive configurations have a variety of side, end, and roof locations for their sand-box filling. Sand also is not as readily handled as fuel oil. The ability of belt conveyors to move sand vertically as well as horizontally made this type of delivery the final choice.

The NYC engineers approached the Rex Chainbelt Co. with their problem. It called for delivery of up to 50 tons of sand daily to 120 units of all types. The sand-delivery system which has been installed consists of three motor-driven belts, five 15-ton storage tanks and equipment and controls for filling the individual tanks.

Sand discharged through the special outlet on the covered hopper spotted on a siding at one end of the facility falls into a bin and on to a 25-foot horizontal belt for delivery under one of the servicing tracks to the vertical endless-belt buckets which lift it 70 feet. After being elevated approximately 60 feet above ground level, the sand goes on to a 300-foot horizontal belt passing over the tops of the five storage tanks. From each tank extends a series of drops on swivel booms which can be brought above any box location. The ends of the drops are fitted with telescoping aluminum tubes, called trombones, which make it possible to fill boxes at any vertical location. A commercial butterfly shut-off valve is installed above the trombone.

● **No spillage.** This arrangement has made possible an automatic shutoff for the sand-delivery system. The nozzle is shoved into the box and the butterfly valve opened. Since the sand moves by gravity, its flow will stop when the level in the box reaches the nozzle. The attendant then trips the shutoff, allowing the sand in the trombone to flow into the box. The operation is completed without spillage.

Each unit arriving at DeWitt takes an average of 450 gallons of fuel. The terminal pumps almost 55,000 gallons each 24 hours. With the new facility, it takes approximately 10 minutes to fill a multiple-unit locomotive, including time to apply and remove the fueling nozzles. Sanding takes a comparable interval and proceeds simultaneously About 50 tons of sand are used daily.

Normally, three men are assigned to the servicing—two who do the fueling and sanding on both tracks, and a third who cleans the units.

Another feature of the new facility is the control tower or "bubble" built into the north wall of the shop. The tower overlooks the new servicing area and the spot maintenance tracks inside.

● **One-man coordination.** An assistant shop superintendent, on duty around the clock, coordinates all servicing and shop operations. He controls these operations with an elaborate communications system: a paging system throughout the shop; handitalkie radios carried by hostlers and fueling station foreman; and closed-circuit television monitors which cover east and west ends of the shop and the tracks leading to both ends of the servicing station. ■

PROGRESS REPORT

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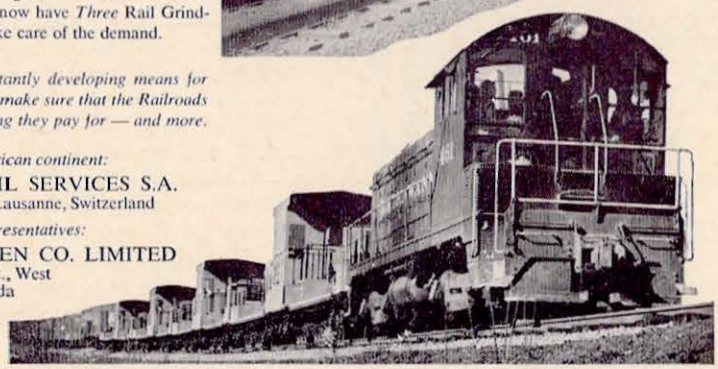

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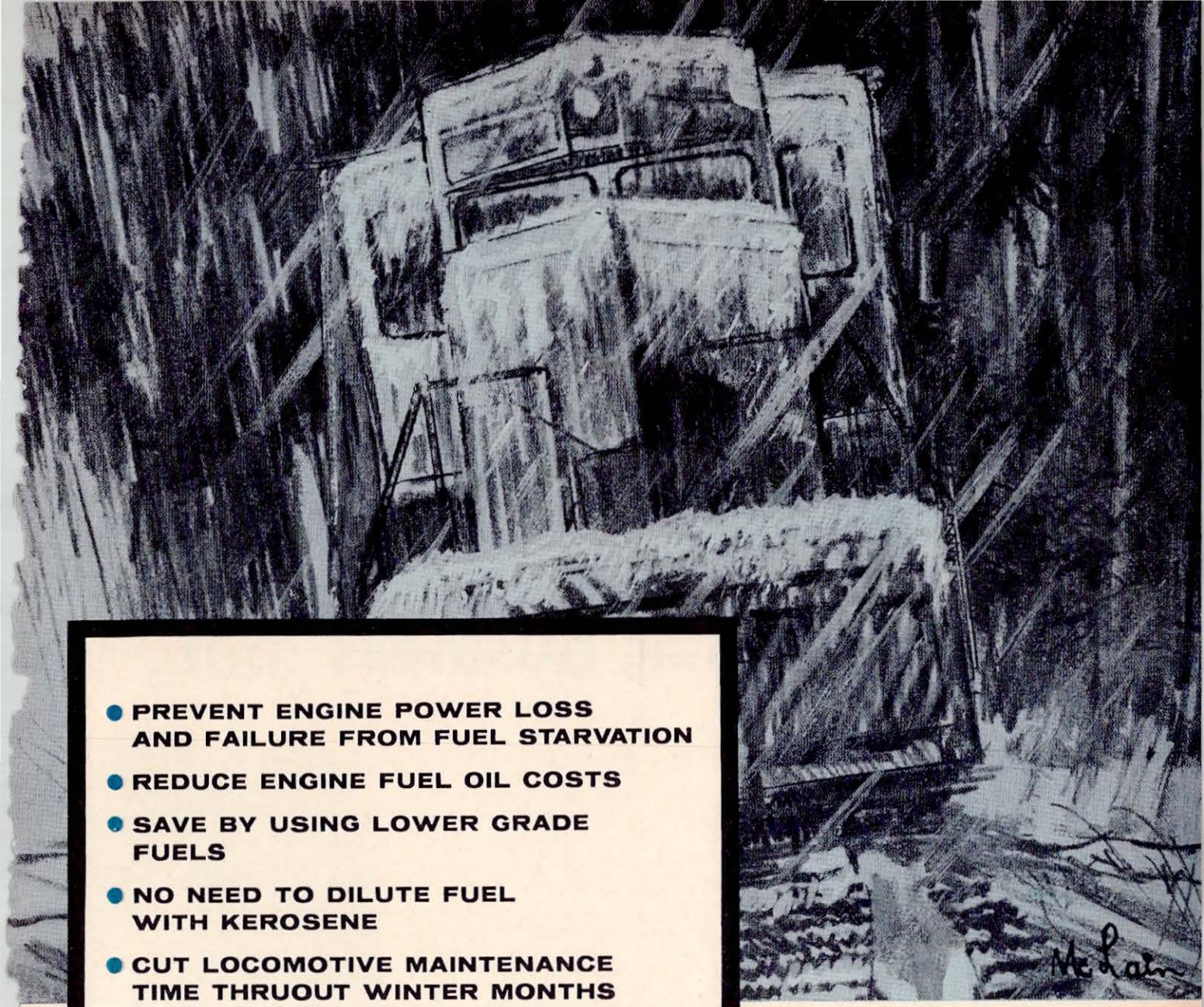

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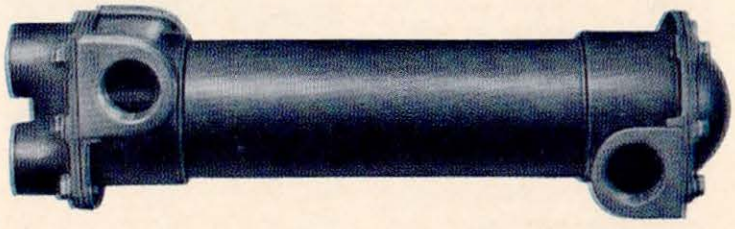

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PASSENGER TRAINS:

A billion-dollar business, but...

Despite revenues that added up to $1.055 billion in 1963, passenger trains still operate heavily in the red. The deficit has been trimmed, but it's still close to $400 million a year. There are, however, a few signs of better days ahead.

Are railroads preparing for bare-knuckle slugging in the hot fight for the affection — and patronage — of travelers? There are indications that they may be doing just that. Among the signs:

—Experimental pricing is more widespread than ever before.

—Substantial amounts of money are being spent for new equipment. Much more money is being spent for refurbishing of hundreds of units in the passenger-car fleet.

—Hard-sell advertising for rail travel is appearing in newspapers, on radio and on TV as key passenger-carrying roads step up their promotion efforts on behalf of passenger trains.

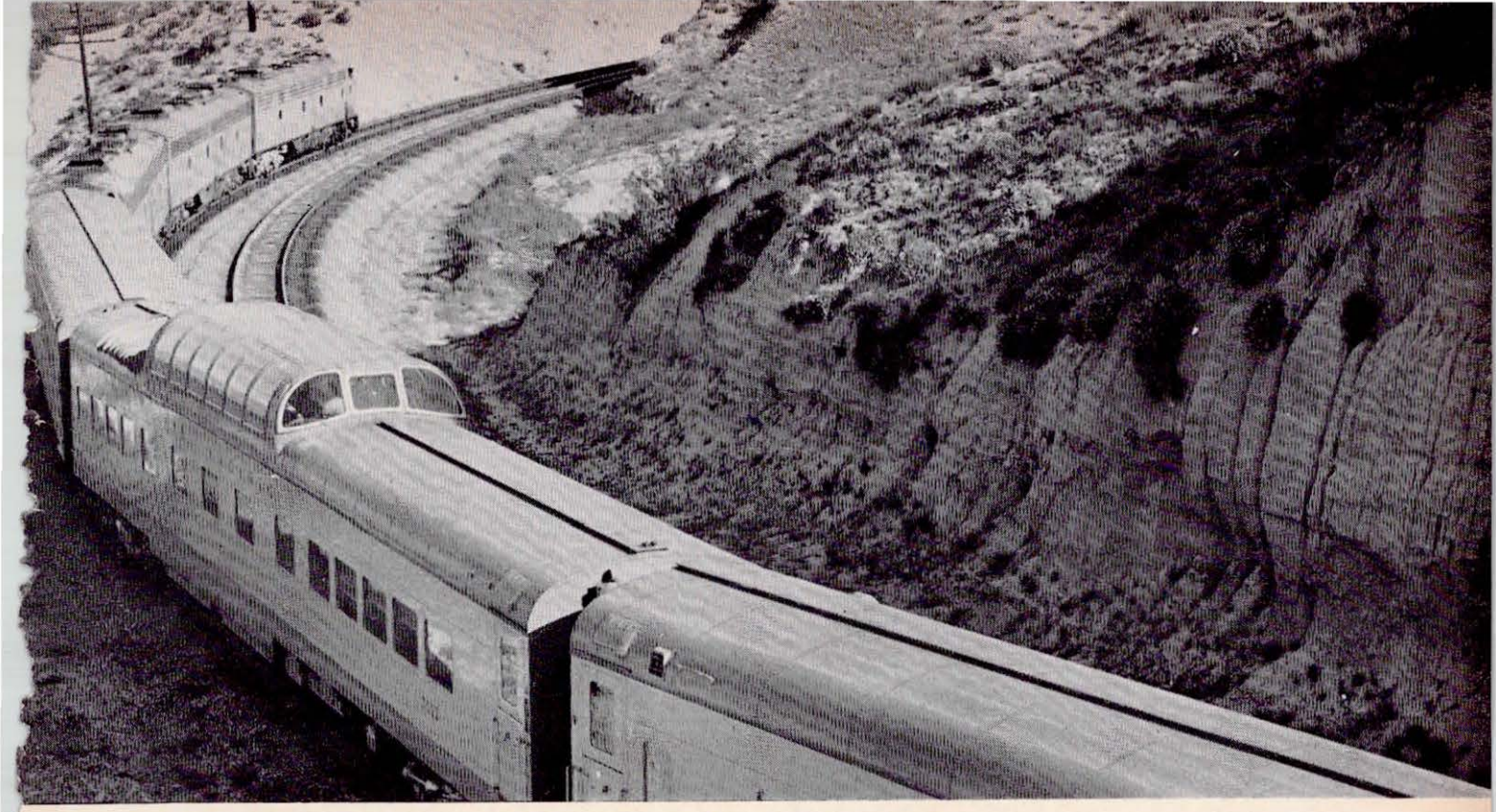
—Top management attention is being given to the possibility that break-even-or-better passenger trains may be ahead. Last year Post Office officials, travelers, shippers and others paid out more than a billion dollars for use of passenger trains. It is still a big business.

—Railroad managers are looking at their passenger-train losses and wondering if better equipment utilization (such as is being pursued in the freight end of the business) might not aid in formulation of better methods in handling the passenger business.

● **Still the loss leader.** Passenger trains still lose huge sums. The industry's passenger deficit is estimated to be a breath-taking $398 million, but is substantially easier to take than the record deep red $723 million of 1957. The passenger loss in 1962 was $394 million.

Over-all, passenger revenues were $588 million in 1963. They were $619 million the year before. Mail revenue was $388 million in 1963, compared with $343 million the year before. Express revenue declined to $79 million from 1962's $82 million. Passenger train revenues in 1963 came to $1.055 billion, compared with $1.044 billion the year before.

● **Whose view?** But results depend upon the point of view. Almost every statistical and accounting index relating to passenger business haunts railroad



Union Pacific streamliner rounds curve at Cajon Pass near San Bernardino, Calif.

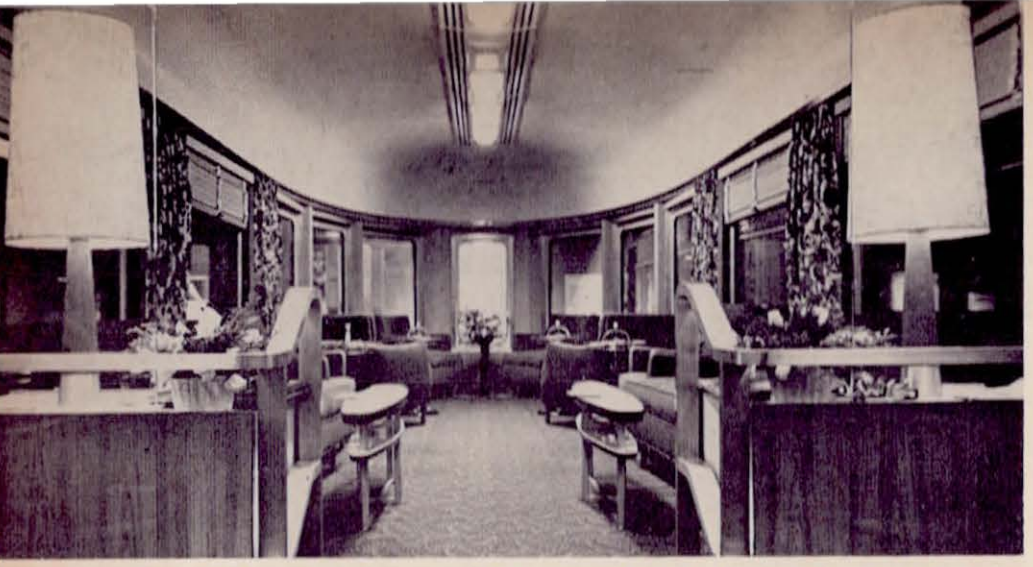
Long Island commuter trains are rolling billboards advertising LIRR service to the New York World's Fair.

managers. But, still, here and there, there are railroad officers who are not sure that the passenger picture is anywhere near as bleak as the figures indicate. There are many railroads (some of them admittedly blessed by geography) that managed to do better than out-of-pocket costs. Here and there, are railroads that operated passenger trains that produced a profit—via the ICC system of accounting.

But, in a year when Americans traveled more than ever before, people stayed away from passenger trains in record numbers. There were fewer trains. There were, of course, fewer passenger train-miles. The passengers were traveling shorter distances. Passengers were contributing less per trip to railroad treasuries.

● **The pluses.** Still, there were bright spots. There were a few railroads reporting more passengers and more revenues last year. More railroads reported increases in mail and other head-end revenues on passenger trains. There was a modest upswing in orders for main-line passenger equipment—though much of it was mail cars, baggage cars and mail-storage cars. Passenger traffic managers were pushing personnel and equipment programs to make train travel more pleasant and stylish than it has been in decades.

Most importantly, railroads here and there were spending money to refurbish hundreds of cars. Also adding a cheerful glimmer to 1963 were substantial revenues attracted to the railroads by vacation specials, group travel and special trains for everything from Boy Scout jamborees to special week-end



New York Central has completely overhauled its "Twentieth Century" trains.

ski excursions. Dining-car deficits were shrinking. TOFC in passenger-train consists added some hope. As in 1962, when the Seattle World's Fair beefed up the revenues of the Northern roads, the magnetic influence of the New York World's Fair began drawing thousands of passengers into crack passenger trains from coast to coast early this spring.

● **Little agreement.** There was no great unanimity of opinion about the passenger business by the nation's passenger-carrying roads. They tend to view passenger service by the black or red ink in which their annual reports tell their passenger-service story. The eastern carriers still lose huge sums carrying passengers—but not as much as they have lost in recent years. Of possible significance is the emphasis some eastern railroad officers are giving the phrase "equipment utilization," when talking about their passenger service. There is some indication that speeds, scheduling, technology and ingenuity can improve the passenger business if equipment utilization ratios can be altered upward of 10% or 15%.

In the Midwest the situation is largely a draw. There are some losers, some break-even roads. A few know they are getting some contribution from the passenger side. Not many of them think they're making any money under the ICC's accounting methods.

● **Gloom in the West?** In the West, the passenger business is regarded by some railroad men with despair. They are used to passenger trains with many passengers as well as much mail and other head-end business. Though passenger hauls tend to be longer, equipment utilization probably tends to be worse than in the other regions as patronage slips. As in the East, deficits tend to run high for the western carriers.

The region with the most profitable rail passenger business in 1963 was the Southeast. A couple of railroads there are making money out of passenger service. They view 1964 with strong optimism. Situated in the track of annual vacation migrations to Florida, these roads do a substantial regular business—and stand to do even more as a result of the New York World's Fair.

● **Medicinal pruning.** Probably the best medicine for the long-ailing rail passenger business has been the cumulative effect of chopping off the worst losers on passenger-train rosters across the country. Inexorably, as losers have been pruned, the ratio of passenger-train revenues from sources other than fares (such as mail, express, baggage, diner, bar and lounge cars) to fares has climbed. This revenue, characteristically steadier and more predictable than passenger-fare revenue, is providing a larger fixed revenue base for fewer and fewer trains. Some passenger men think the new combinations—with even modest increased patronage of the remaining trains—could make the service financially healthier than it has been in years.

● **Mixed results everywhere.** Professional passenger-train watchers hardly knew what to make of results in 1963. The business was still contracting everywhere. But there were healthy signs too.

Santa Fe, for instance, put $8 million worth of new Hi-Level cars into the consist of "El Capitan" earlier this month—and placed Hi-Level cars displaced from "El Capitan" into the consist of the "San Francisco Chief." In an all-out campaign to increase passenger business, Santa Fe's general passenger traffic manager, Ross E. Chappell, announced bargain fares Jan. 10 (round-trip fares at 140% of regular round-trip fare) and promptly took off on a seven-week, nine-state sales crusade. He met and talked to more than

Special far

When Canadian National announc it was putting on a new passenger tr this summer, Pierre Delagrave, vice president of passenger sales a services, said the new train "follo most encouraging results achieved w our Red, White and Blue fares on t transcontinental service."

Red, White and Blue fares (R April 23, 1962, p. 82) says CN, foll a customer-and-market-oriented pla After being tested for two years b tween Montreal and the Maritin provinces, the plan was extended cross-Canada service and to sou western Ontario last Oct. 27.

U.S. railroads, faced with passeng problems similar to those faced by t Canadian railroads, are watching CN plan with great interest. Mr. Delagrav is convinced that, "The growth in pop lation and the ballooning travel mar hold a great deal of promise for int city rail travel which may, in fact, be child of necessity."

Railway Age asked Mr. Delagrav for a view in depth of the Red, Whit and Blue performance, plans for th future and, importantly, for the thinl ing and analysis behind CN's adoptio of the plan. The questions and his an swers follow:

Q. Does CN have any plans for extending Red, White and Blue fares t its U.S. lines?

A. Many technicalities are involv in applying a program of the size and complexity of the Red, White and Blue fares. It takes time to achieve over-all objectives. Before reaching a decision to go into new areas, it is necessary t determine the characteristics of th travel market, financial risk and so forth. CN is looking at its U.S. lines. Should conditions be right, it is quite possible at some future date Red, White and Blue fares would be extended to include part or all of them.

Q. What passenger and revenue improvements have resulted since introduction of Red, White and Blue fares between Montreal and the Maritime provinces?

A. Between Montreal and the Maritimes the increase in passenger traffic and revenues has been compounded during the second year of the Red, White and Blue plan. For example, during the first 12 months following introduction of the new fares—May 1, 1962 to May 1, 1963—our passenger miles increased 46% compared with

plan boosts CN revenues

the previous year and revenues increased 9%, over the whole territory covered by the new plan. A comparison of traffic and revenues for the 12 months ending November 1963 with the 12-month period immediately preceding the introduction of Red, White and Blue fares, shows an increase in passenger miles of 61% and an increase in revenues of 16%. During the winter of 1963-64, the increase in both revenue and traffic has continued at a rate exceeding 10% compared with the previous year.

Q. What passenger and revenue improvements have resulted since introduction of Red, White and Blue fares between Montreal and the West Coast and between Toronto and the West Coast?

A. Red, White and Blue fares have not been effective long enough on the transcontinental route to permit a detailed appraisal or evaluation. However, the "Super Continental" recorded an increase of 67% in passenger miles and an 18% increase in revenue during November 1963 over the same month of the previous year. During December 1963 and January 1964 this transcontinental train continued to show substantial increases in passenger miles and revenues over the previous year.

Q. What are the results on branch lines—e.g., Toronto and Windsor?

A. Except in the Maritimes, the new fares have not been effective long enough to provide precise indications of branch line results. In measuring results, the whole market area has to be considered. Account must be taken of the total volume of travel by all modes; the type of rail service and amenities offered as well as the price; the extent of rail penetration in the market, and, of course, the type and cost to the traveler of competing travel modes.

In the Maritime market, the volume of travel has expanded substantially during all periods of the year. In percentage terms, the increase during the winter has been greater than during the summer. However, because summer traffic is so heavy in relation to winter, the actual increase in the number of passengers has been substantially greater in summer, even though somewhat less proportionately.

Q. How many complimentary meals are provided CN's Red, White and Blue patrons on a Montreal-Vancouver trip?

A. A sleeping-car passenger from Montreal to Vancouver can partake of three breakfasts, two lunches and three dinners. In other words he has complimentary meals corresponding to his time on the train.

Q. And CN plans to stay in business at this rate?

A. Well, Red, White and Blue fares, along with service improvements—and assuming a realistic [obtainable] load factor—have been designed to substantially improve net results and, given a sufficiently high traffic volume, can produce an over-all operating profit. Perhaps the question can best be answered by outlining CN's underlying sales philosophy.

In common with most North American railroads, CN's share of the total travel market had been steadily declining. This, despite the fact that the whole travel market was growing very rapidly due to the growth of population and rising average incomes. The railway had been losing out to every other mode of commercial transportation, principally airplanes and buses, and was suffering particularly from the inroads of private automobile travel. Service and pricing innovations introduced over the past 10 years had proven their value in that they slowed down the rate of traffic decline. However, they failed to reverse the long-term trend. This led to the conclusion that more radical departures from traditional practices were necessary to tap the economic possibilities that CN believes are inherent in the railway train as a passenger-transporting medium.

A territory was selected in which to experiment with a completely new approach to prices to test the strength of rail travel in the market and to see if a sufficient volume of business would be attracted at a price that would yield an over-all profit. CN aimed for the mass market, not only to increase its share but also to expand that market.

Q. What was done?

A. In essence, four things were done. Prices were differentiated on the basis of high, medium and low periods of demand, so that the highest prices would apply in periods of highest demand, and so on. The existing relationships between various classes of transportation—from day-coach travel without reserved accommodation right up through the various classes of sleeping car service — were completely altered.

Generally speaking, the price of travel in day coaches was reduced. The total price of travel in enclosed or "luxury" type sleeping car accommodation was increased. Prices were differentiated with respect to distance. The rates per mile for short hauls were considerably higher, as opposed to long hauls. This is a reflection of costs, which taper on a unit basis with distance, and placed the railway in a very competitive position vis-a-vis other transportation media for distances in excess of 500 miles.

New service features were introduced and ticketing processes were simplified to make CN travel as attractive as possible, quite apart from any price changes. The principal innovation was to provide complimentary meals for all passengers occupying reserved accommodations in sleeping cars. This, incidentally, has proven to be a most attractive feature of the plan.

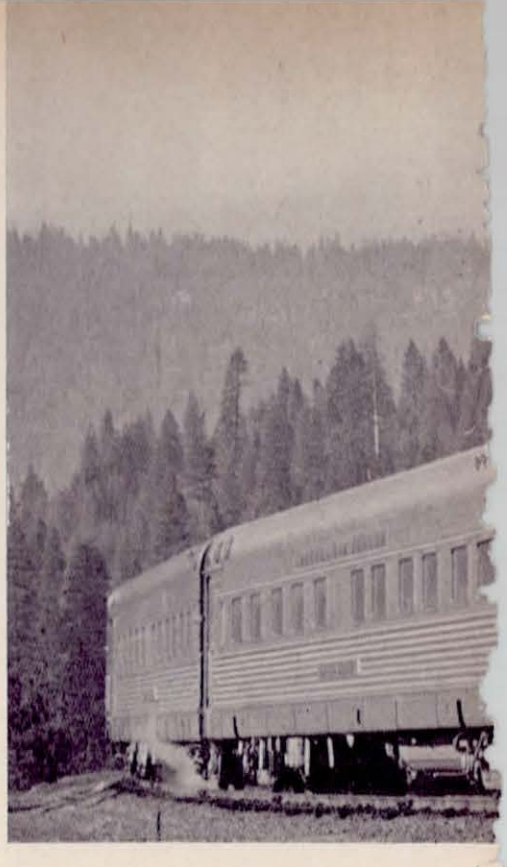
Q. Do you feel that Red, White and Blue fares are an unqualified success?

A. At the start of the experiment, certain predictions were made as to the increase in business that would materialize and the increase in traffic necessary to maintain the previous net position.

CN is reluctant to make any sweeping claims with regard to the results so far. It can be said that there has been a substantial increase in both gross revenues and passenger-mile volume. Revenue improvement has been greater than is rapidly apparent in the annual report figures because it was achieved dsepite substantial reductions in passenger train miles.

It should be pointed out that price action alone—by way of market-oriented incentive fares or other similar systems—is not expected to cure the unsatisfactory financial results obtained from the transportation of passengers. In fact, remedial action must constitute the best possible combination of price, schedules, equipment and personal services. Schedules refer to speed, convenient hours, frequency and so forth. Equipment must be attractive, comfortable, suitable, practical and functional, and in a state of repair and cleanliness second to none. Personal services embrace everything which makes it easy and pleasant for the public to do business with railway personnel and suggests a customer-oriented attitude which anticipates the needs and desires of customers.

Bargain fares, new and refurbished equipment and special advertising campaigns are all used to attract more passengers



5,000 Santa Fe passenger-train crews, passenger salesmen, ticket clerks, cooks, waiters, and others directly or indirectly connected with the road's passenger service. Santa Fe's passenger revenues were $39.6 million in 1963 against $41.8 million in 1962. Mail revenues were up, $31.97 million compared with $31.91 million the year before. Express revenues dropped to $8.56 million from 1962's $8.7 million.

● **Luxury service sells.** Atlantic Coast Line was one of the few roads reporting an increase in both passenger revenues and passenger miles. ACL's $14.9 million in 1963 represented a 1.32% increase over 1962's passenger revenues. ACL's passenger miles increased 2.32% in 1963. The road attributed the increases to longer hauls caused by the FEC strike. Its mail revenue of $5.28 million was the same as it was the previous year but its express revenues ($1.98 million) were off 21.7% from 1962.

ACL's extra fare train, the "Florida Special," continued to attract passengers with such extras as hostesses, movies, games, music in the recreation car, fashion shows, dinner reservations for Pullman passengers, telephone service and passenger representatives. ACL anticipates large World's Fair traffic and is promoting heavily to get group and tour traffic to New York.

● **Red Circle fares.** Baltimore & Ohio splashed into the news in mid-April with "Red Circle Day" fares. Chopping fares 31% for one-way travel on Mondays, Tuesdays, and Wednesdays—when travel is lightest—B&O hopes to stem its passenger-traffic decline. Last year B&O passenger revenues were $24.1 million, compared with $27.66 million the year before. Like other roads', B&O's statistics show what is happening to the business. The average passenger in 1963 traveled 189.57 miles, compared with 220.34 miles in 1962. Average revenue per passenger declined to $6.27 from $6.73 in 1962.

Union Pacific, with passenger revenues of $24.9 million against $27.6 million in 1962, registered gains in both mail and express revenues. Mail revenue came to $23.3 million last year against $23 million the year before. Express revenues were $4.4 million against $4.3 million in 1962. UP's passenger train mileage was reduced in 1963 with the consolidation of the "City of St. Louis" between Ogden and Los Angeles with the "City of Los Angeles." UP continued a regular program of tour promotion through its department of tours.

Burlington is continuing its Creative Traffic program to attract additional passenger business. The group travel business, says a Burlington spokesman, grossed about $1.5 million in 1963. The road expects group travel to bring in $2 million this year. Burlington's $20.7 million in passenger revenues represented a $1.36-million decrease from the previous year. Mail revenue of $1.35 million was practically the same as the previous year, but express revenues of $3.3 million decreased 7% from 1962.

● **Two losers off.** Milwaukee's $25 million in passenger, mail and express revenues last year was about a half-million off from 1962's results. But, discontinuance of two trains early in 1963 reduced passenger train-miles by 624,150 per year and eliminated an out-of-pocket loss of $905,360 caused by the two trains. Milwaukee also ordered 22 new double-decker commuter cars for its Chicago suburban service for delivery this year.

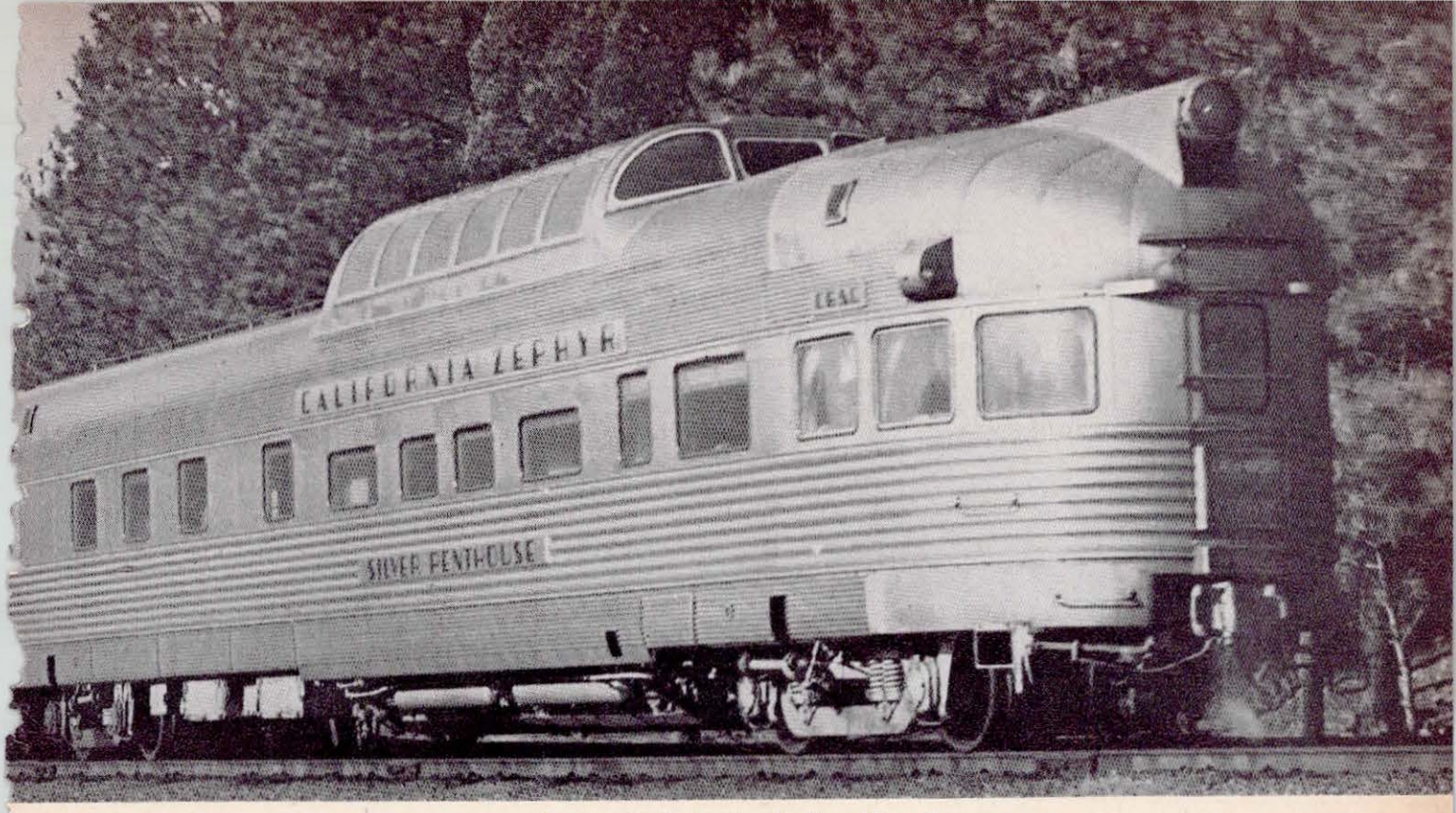
Canadian National's Red, White and Blue plan (RA, April 23, 1962, p. 82) is, obviously, helping the CN's passenger business. Passenger revenues of $44.4 million were up over 1962's $44 million despite CN's 6% reduction in train-miles. Mail revenues of $10.6 million were down from $11 million in 1962; express revenues of $45.6 million were off from the previous year's express revenues of $46.96 million. This summer CN will put a new passenger train, the "Panorama," into service from Montreal and Toronto to Vancouver. (For more on CN's Red, White and Blue passenger operations see pages 20-21.)

● **Cuts loss one-third.** Chicago & North Western's passenger deficit in 1963 was $4.5 million, or $3.23 million less than C&NW's 1962 deficit—and $19 million less than the road's 1956 deficit. C&NW, whose discontinuance of two trains in 1963 saved $1.2 million in out-of-pocket losses per year, is trying to take off two more trains losing $563,000 per year. A bright spot for the road was the $203,000 profit C&NW turned in on $14.245 million in Chicago suburban revenues, both high figures for that service. C&NW is vigorously promoting whatever passenger service it feels can make money for the railroad.

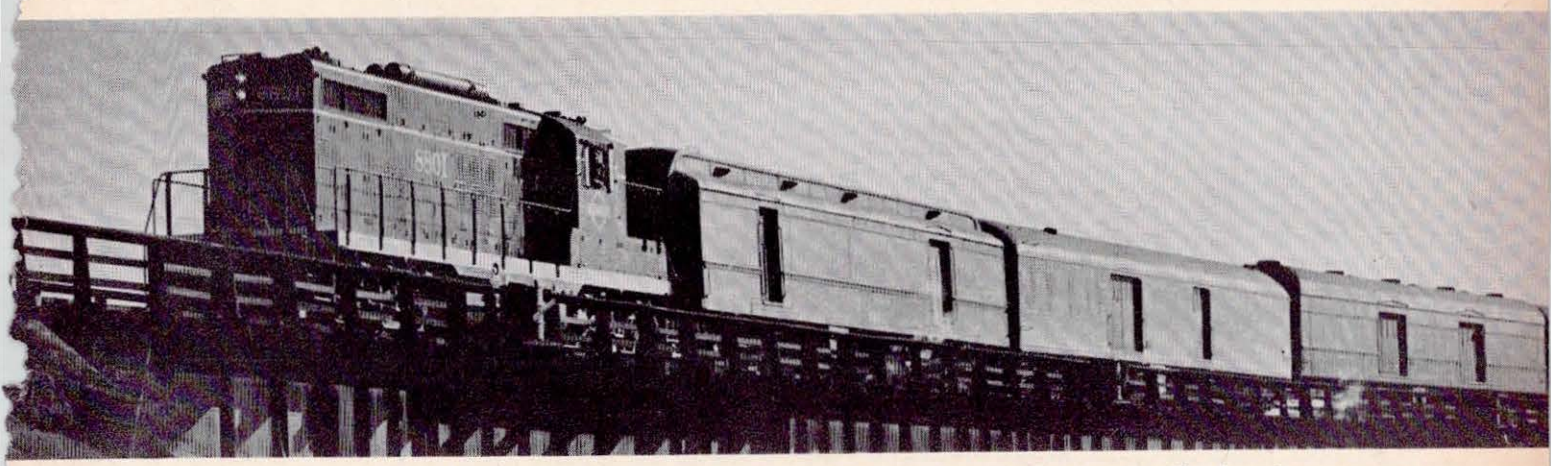
Rock Island, too, consolidated passenger trains to eliminate unprofitable operations and checked in with 200,000 fewer passenger train-miles in 1963 as against 1962. But, despite this, passenger revenues in 1963 were $14.45 million, compared with $16.22 the preceding year; mail revenues were $9.87 million, compared with $10.28 million in 1962, and express revenues were $2.88 million, compared with $3.17 million the year before.

● **More cut-rate fares.** Great Northern's 1963 passenger revenues were off because of the abnormally high revenues in 1962 due to the Seattle World's Fair. GN had $9.6 million in passenger revenue compared with $11.7 million in 1962, a 17.6% decrease. Mail revenue, however, was up to $10.4 million from 1962's $10.3 million. GN purchased nine modern coaches from another railroad and is experimenting with reduced fares.

Illinois Central, also experimenting with bargain fares, experienced some downturn which it, in part, attributed to the strike threat. Through-passenger revenue was $13.55 million against $13.59 million in 1962. Mail revenues were $7.29 million, compared with $7.58 million the year before. Express revenues were $2.4 million against $2.5



CB&Q's "California Zephyr" heads west near Keddie, Calif., in the Feather River Canyon area.



Illinois Central's Meridian, Miss.-Shreveport, La., passenger train carries more cars for head-end traffic than for passengers.

million in 1962. IC's suburban revenues declined to $8,674,562 from 1962's $9,333,816 because of a new expressway that paralleled much of IC's suburban line. But, the IC still managed to make $103,000 on its suburban operations.

● **Head-end traffic important.** Louisville & Nashville's revenue from passenger train operations declined 4.8% in 1963. Passenger revenue of $7.45 million was down from $8.23 million in 1962. Mail and express revenue of $10.74 million in 1963 was down slightly from $10.86 million in 1962. Mail and express revenues amounted to 59% of L&N's passenger-train revenues.

Missouri Pacific's passenger operations brought in $31.47 million, compared with $34.3 million in 1962—an 8.2% decline. While passenger-train

Passengers board Pennsylvania's "Silverliner" weekend excursion train at Philadelphia en route to New York World's Fair. The PRR will run several hundred bargain rate excursion trains on weekends from Philadelphia, Washington, Baltimore and Wilmington during the summer. In addition, more than a quarter-million passengers are booked in more than 800 special party groups on PRR trains to the Fair.

Some railroaders think break-even passenger-train business may be in sight

revenue brings in 3% of MoPac's revenue, passenger train-miles account for 28% of the road's total train-miles.

Northern Pacific, like Great Northern, experienced a decline because 1963's business did not have the help of the 1962 World's Fair. Passenger revenues of $6.46 million were down 17.6% from 1962's $7.84 million. Mail and express revenues for NP in 1963 came to $6.4 million, compared with $6.67 million in the previous year.

● **Eastern roads refurbish.** New York Central spent a quarter-of-a-million dollars overhauling the "Twentieth Century Limited" trains, installing new carpeting, upholstery, chairs, tables, and berths, and overhauling electrical, heating and air-conditioning systems. It also refurbished many other units in its passenger fleet for the World's Fair. NYC is also promoting excursion and group travel aimed at utilization of the road's trains and also of its New York hotels. Delivery of 34 new commuter coaches to NYC this year will bring to 87 the number of new coaches recently installed.

NYC's loss on passenger operations was $14,264,592—5.6% less than the loss chalked up in 1962.

Pennsylvania made a stir in rail circles when it announced a 1964 capital-expenditure program that included $7.6 million to acquire 20 new coaches and to rehabilitate 442 passenger coaches, diesels and head-end cars.

● **PRR's express business up.** PRR cut its deficit $4 million last year, down to $33.9 million, less than half the PRR's peak deficit of $71.7 million in 1951. Passenger revenue was down 3% to $90.3 million as against $93.2 million in 1962. Passenger-miles were down 7.6%. Mail revenues were $47.5 million, compared with $47.96 million the year before. Express revenues were up, $11.3 million, compared with $10.36 million in 1962.

PRR's New York-Washington service, which accounts for almost two-thirds of the road's passenger revenues, was improved by addition of 50 stainless-steel coaches converted from sleeping cars. PRR plans to add 20 more similar cars to the service.

● **Week-end fare reductions.** PRR's promotion of week-end coach tickets between principal cities at one-third less than regular round-trip fares continues. Between March and November of last year such tickets produced $1.4 million in revenue.

PRR, emphasizing need for public financial support of suburban rail transport, says losses from such services account for 40% of its deficit from all passenger services. In New Jersey and in the Philadelphia area, says PRR, $3.4 million from state and local governments for suburban service reduced deficits in these areas to about $12 million.

Southern Pacific's passenger revenues of $25.5 million were down 12.9% from the previous year. Passenger train-miles decreased 4% because of two discontinued trains and from other consolidations or discontinuances in 1962. SP also has applied to discontinue the "Shasta Daylight" between San Francisco and Portland during off-peak travel months and to reduce weekday suburban train service in the San Francisco area. SP's mail revenue was up in 1963, $19.2 million compared with $18.9 million the year before. Express revenues were $5.4 million, compared with $5.3 million the previous year.

● **SAL's patronage up.** Another road that reported increased passenger business was the Seaboard Air Line. Carrying 919,357 passengers against 910,679 in 1962, SAL's passenger revenues were $14.7 million in 1963 against only $14 million in 1962. Mail revenue rose to $7.9 million from 1962's $7.1 million. There was a slight decline in express business, to $1.6 million from $1.7 million in 1962. SAL attributed the passenger revenue increase to heavier Florida traffic, to its reduced round-trip coach fares and to the FEC strike. SAL expects passenger business to be better in 1964 because of the World's Fair.

Reading, hard hit by withdrawal of mail and express business, ran up a deficit of $5.76 million last year on passenger revenues of only $5.77 million. Mail revenues were down to $985,503 compared with $1.79 million in 1962.

● **Long Island improves.** The Long Island, propped by tax relief and other assistance from state and local governments—and by the PRR's agreement to a 12-year moratorium on $2 million a year in interest—turned in a modest profit of $665,874. Passenger revenues were $62.43 million compared with $59.97 million the year before.

Long Island got 30 85-foot, 130-passenger MU electric cars under the New York State commuter-car program last year, and also modernized 20 passenger cars. LIRR stepped up its promotional work aimed at the 28 million passengers it expects to haul to the World's Fair.

The New Haven figures its losses from passenger service last year amounted to $8.58 million, down from the $10.89-million deficit posted in 1962. This reduction in the net operating income deficit allocable to passenger service reflects a fare increase equal to the amount of the former federal excise tax, repealed in late 1962, and a non-recurring increase in revenues due to payments the road received from a transportation experiment in Massachusetts. Passenger revenue was $41.13 million in 1963 against $41.27 million in 1962. Mail brought in $7.03 million in 1963, an increase over 1962's $6.93 million. Express revenues for 1963 were down to $1.87 million from the 1962 total of $1.93 million.

● **Business seesaws elsewhere.** Chicago & Eastern Illinois came up with a modest increase in passenger revenues, $4.1 million compared with $4 million the year before.

Kansas City Southern carried slightly more passengers but had less revenue in 1963; passenger revenues of $3.45 million compared with $3.5 million the previous year.

Frisco had passenger revenues of $1.77 million last year, compared with $2.04 million in 1962—on roughly the same number of train-miles.

Soo Line's passenger-train revenues declined to $2.56 million from 1962's $2.98 million.

Texas & Pacific's passenger revenue of $3.05 million was lower than 1962's $3.55 million, but mail revenue was up slightly from 1962's $4.3 million.

Wabash, whose passenger revenues were down $221,663 to $3.2 million, registered a $2,638 increase in mail revenue to $2.92 million, and a $63,910 increase in express business, to $855,923.

Southern's passenger revenues declined to $9.14 million, compared with $10.24 million the year before. Mail revenue was up, $12 million compared with $11.8 million the year before.

Delaware & Hudson passenger revenues were $1.14 million compared with $1.29 million the year before. D&H, unable to discontinue the daytime "Laurentians," trains between New York and Montreal, says it has an out-of-pocket loss on those trains exceeding $200,000 annually.

In sum, many of the hopeless trains have been trimmed away. There is some hope that the remaining losers will come off. There is much upgrading going on with the remaining trains. Even with an upturn in patronage, it is still difficult to envision a break-even-or-better passenger-train business ahead. But, for the first time in years there are men here and there in the industry who think it is possible. ■

Passengers prepare to board one of the new Hi-Level chair cars now in service on the Santa Fe's Chicago-West Coast runs.

Santa Fe's new Hi-Level look

Popularity of the two-deck chair cars prompted the road to add 24 more of the stainless-steel units to its fleet. Hi-Levels are now in use on El Capitan and the San Francisco Chief.

On the upper level, passengers ride at dome height. The cars seat 72 persons.

Santa Fe has given its Chicago-to-Los Angeles El Capitan a sparkling $8-million new look with the addition of 24 new Budd-built Hi-Level chair cars.

The new stainless-steel units have replaced other Hi-Levels which have now been added to the road's San Francisco Chief.

According to Ross E. Chappell, ATSF's general passenger traffic manager, "these cars have proved tremendously popular on El Capitan. We are confident they will be well-received by our customers who use the San Francisco Chief." The San Francisco Chief will continue to operate with standard diners, lounges, and Pullman cars.

The new cars, like the original equipment placed in service on the El Capitan in 1956 (RA, July 9, 1956, p. 42), are 15 feet in height, and feature two levels, with the passenger compartment 4 feet, 3 inches higher than regular chair cars. Twelve of the cars accommodate 68 passengers each, and include a stairway at one end to provide access to cars of standard height. The other 12 cars, each seating 72 passengers, have passageways at both ends of the upper level. They are designed with an auxiliary floor placed over a stairwell in one end for possible conversion to stepdown cars. Each car is equipped with a diesel engine to provide for lights, air conditioning and electric heating.

Passengers enter at center of the cars, stepping in from platform level. The lower deck is used for baggage storage, rest rooms and service equipment. One innovation in the new cars is an illuminated lucite handrail along the curved stairway leading to the passenger compartment, providing better visibility than steel handrails.

The ladies' lounge near the baggage storage area has been redesigned, and features three washbasins with large mirrors plus an upholstered settee. Two enclosed toilets are included in the lounge.

The reclining stretch-out seats, equipped with adjustable head, back and leg rests, are upholstered in foam rubber, and covered with blue super needlepoint. An indentation in the back of the seats provides greater foot space for the passenger sitting in the seat behind. ■

European railways get new passenger cars

To keep the traffic they already have, and attract more, a number of European railways are modernizing their passenger-car fleets. In most cases, they are doing it by buying entirely new cars; in some, by converting, upgrading and modernizing older units.

One notable aspect of the programs is the interchange between countries of car components to provide the highest standards of design. As examples, new French cars for Trans-Europe Express trains have German-type rubber-roll corridor connections; new Swedish cars use German-pattern Minden-Deutz trucks; and converted Belgian cars run on Swiss (Schlieren) trucks.

• **Sweden.** Biggest of the individual national programs is on the Swedish State Railways (SJ), which are receiving the last of 313 main-line coaches ordered in 1958 at an average cost of about $90,000 each. The new cars, which incorporate standards of passenger comfort as high as can be found on any railroad anywhere, will largely re-equip Swedish express trains.

All cars are identical in weight and dimensions; steel-built, and qualified to travel at SJ's maximum speed of 81 miles per hour.

Interior arrangements are of six different types, providing 40 adjustable seats in the 35 first-class cars and from 52 to 68 in the second-class or first/second-class units.

Decoration, in generally light colors, features teakwood, laminated plastics and stainless steel. Curtain and upholstery tones vary in different batches of cars. Windows are double-glazed, hermetically sealed and mist-free. Fluorescent-tube lighting is supplemented in both classes by reading lamps.

The 220-volt electric heating system, with in-wall warm air ducts up to window height, is thermostatically controlled. Power for all purposes is drawn from the locomotive through the electric train line. All cars have adequate wardrobe space and pressure-flushed lavatories. Toilet compartments include electric razor sockets. The cars also have occupancy lights outside toilet doors—green to show that the facility is vacant; red, that it is occupied.

Thirty new Swedish coaches include special compartments for the use of mothers with babies or children.

Thirty of the new cars each include two special center compartments for mothers traveling with small children. These have plastic-covered seats, a table, two chairs and folding shelves with safety covers which may be used for babies or for holding carrycots. Between the two compartments is a nursing room with washbasin, children's toilet, nursing table and facilities for warming baby food.

Builders of the new cars were AB Svenska Järnvägsverkstäderna, Linköping (148); Kockums Mek. Verkstads AB, Malmö (95); and Kalmar Verkstads AB, Kalmar (70).

• **TEE.** Thirty-six new coaches are going into service on electric-locomotive-hauled Trans-Europe Express trains operated by French, Belgian and Dutch railways between Paris, Brussels, Rotterdam, The Hague and Amsterdam. Slightly longer and a little heavier than the Swedish cars, these TEE units have a maximum permitted speed of 100 miles per hour.

They embody a number of features common to the latest French passenger coaches, plus others which have been used in other top-class European trains. All have stainless-steel bodies built on the Budd principle.

All cars are air conditioned, and have sliding entrance doors and power-assisted corridor doors in vestibules. Toilets, baggage storage and wardrobe space are placed at the extreme ends of the cars, to give passengers a more comfortable ride by putting almost all seats within the wheelbase.

The 36 units include seven side-corridor cars with six-seat compartments; eleven center-aisle cars; seven center-aisle/kitchen cars; four center-aisle/bar cars, and seven generator cars. All seating, as on all TEE trains, is first-class only.

Nine of the center-aisle cars were built by La Brugeoise et Nivelles, of Belgium; all the others by Carel Fouché, of France.

• **Switzerland.** The Swiss Car & Elevator Manufacturing Corp., of Schlieren-Zürich, has recently supplied to the privately-owned Sihltal Railway six light-weight steel coaches and four control trailers. They are based on a Swiss Federal Railway design, altered to suit suburban operations. Entrance doors, for example, are double width and power-operated, and may be opened or closed by passenger-operated push-buttons both inside and outside the car. There is an over-riding door control in the driver's compartment.

Low-backed seats, simple in design and easy to clean, are arranged three-by-two along a wide center aisle. Floors are linoleum covered, and walls have a "wipe-clean" finish. The coaches seat 92 passengers; the driving trailers, 84.

Another Swiss railway, the Berne-Lötschberg-Simplon, has received from the same builder 80-passenger driving trailer cars.

• **Belgium.** Belgian Railways (SNCB) have converted 12 first-class coaches built in 1950 for international service into compact, economically-operated, two-man buffet cars.

Four of the original first-class compartments and one toilet remain unaltered, but space formerly occupied by three compartments is now filled by a 20-seat dining area. The kitchen takes up the space of the eighth compartment and second toilet. The dining area extends to compartment width only, the side corridor remaining as before. Skillful use of mirrors, doors and glass panels, however, creates an illusion of space and light.

America's most powerful single-engine locomotive is now in service.

ALCO's Century 628—the newest addition to the Century Series—is already reducing operating costs for the Atlantic Coast Line. And will soon be doing the same for the Delaware & Hudson and Monon.

The Century 628 was built specifically to provide America's railroads with extra power to haul heavier tonnage. With fewer units. On faster schedules. Over all types of terrain.

To deliver more ton-miles per dollar, the 628 uses six axles, six traction motors, and an improved version of the ALCO 251 16-cylinder diesel engine that generates 2750 hp for traction. Experience has proved that the 251 engine consumes less fuel and requires less maintenance than any other locomotive engine in service today.

These and other special performance and maintenance features are also standard on the other ALCO Century Series units described on the following pages.

You'll save money three ways with ALCO *CENTURY* locomotives

- **They cost you less to operate.**
- **They cost you less to maintain.**
- **They are available in ratings to meet your specific needs.**

ALCO has reversed the pattern of rising operating costs with its new Century locomotives—America's first full-range series of modern motive power. Developed and built so you can choose the unit that meets your specific needs—instead of settling for the one that comes closest. And to provide you with significant fuel and maintenance savings, plus a high return on your investment that will more than justify your decision to replace your aging locomotives with new Century power. The Century 628 is just one example. You can also choose from:

ALCO Century 424, designed for efficient, economical performance in all classes of railroad service. This unit has four axles, four traction motors, and a 16-cylinder ALCO 251 engine that develops 2400 hp for traction.

The Erie-Lackawanna, Reading, Pennsylvania, and Green Bay & Western are among the railroads who have already selected Century 424s.

ALCO Century 420 has four axles, four traction motors, and a 12-cylinder ALCO 251 diesel engine that generates 2000 hp for traction. It also has provision for a steam generator. The 420 is now in use on the Long Island and Lehigh & Hudson railroads.

Save $11,000 per unit. Exactly how do Century locomotives cut your operating costs? By giving you more useable horsepower than you're now getting from your old locomotives. Delivering more gross-ton miles with fewer units. While consuming less fuel. And requiring less maintenance.

Take operating cost per unit mile.

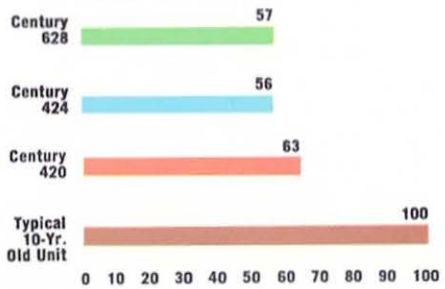
The table below compares Century locomotives with a typical 10-year old unit. In each case, Century horsepower is higher. Yet so are Century savings. As much as $11,000 per unit per year on each 100,000 miles of operation.

Operating cost down 44%. And Century savings become even greater when you compare operating costs horsepower-per-horsepower. (See bar chart). Every dollar you now spend on your 10-year old locomotive can be slashed by 44¢, 43¢ and 37¢, respectively, by a Century. Giving you more power for less money. And moving more ton-miles at lower cost.

As these tables indicate, the major savings are the result of sharply lower fuel consumption and maintenance costs. And you can trace them primarily to the new Century chassis features and the famous ALCO 251 engine.

Fuel costs 10% lower. Studies by leading railroads prove that the 251 engine will cut your fuel costs by at least 10%. Reason: the 251's 4-stroke engine, with its free-running turbosupercharger over the entire speed and load range, is more efficient than a 2-stroke supercharged engine. Aftercooling, improved injection equipment and

COST INDEX (Operating Cost per Horsepower)



OPERATING COST PER UNIT MILE*

	Century 628	Century 424	Century 420	Typical 10-Yr. Old Unit
FUEL OIL	$0.29	$0.27	$0.24	$0.21
LUBE OIL	0.02	0.02	0.02	0.02
MAINTENANCE	0.11	0.10	0.09	0.21
CREW	0.19	0.19	0.19	0.20
OTHER	0.05	0.05	0.05	0.06
TOTAL	$0.66	$0.63	$0.59	$0.70

*Based on U.S. freight average annual unit mileage

ALCO Century 424

combustion chamber design further reduce the amount of fuel it burns.

Equally important, an ALCO Century has the lowest parasitic horsepower load of any locomotive, which means your Century horsepower will be more productive while using less fuel.

These combined benefits are saving some railroads as much as 17% a year on fuel costs alone!

Maintenance costs cut 50%. Over 300 million miles of service around the world have proved that ALCO's 251 engine needs less maintenance than any other. It goes 48-months (and longer) between top-deck overhauls.

What makes the 251 so reliable? Advanced thermal engineering. Simplified design. (Two trained men can strip and reassemble a 251 in 48 hours). Plus many parts refinements and construction features shown on the next page.

But the 251 engine is just one of many Century features designed to reduce your maintenance costs and improve performance to boost your profits. In each Century you'll find features like a new sealed electrical control compartment. The most modern static control system in service today—with the fewest moving parts.

Better Cooling Systems. Improved air handling system is designed to produce cleaner air, with better cooling and reduced maintenance. An intake-fan blows air through the Dynavane filter, circulates it to cool the generator, and then pressurizes the engine compartment to exclude outside dirt. This eliminates the need for car-body filters.

A single blower distributes cooling air to the traction motors. This eliminates fan motors and all belt drives. The Century locomotive air system now gives you double filtration, with Dynavane filters and panel-bath filters. The fans and other accessories use up to 100 hp less than competitive units—a significant reduction in parasitic load.

An improved water temperature control system eliminates capillary tubes.

Air-Compressor Improved. Improved air-compressor for braking and pneumatic systems is located in the radiator compartment, connected directly to the engine. Its quill shaft simplifies alignment, and its greater capacity pump supplies more clean, cool, filtered air and lasts longer.

Running Gear Improved. Rack-mounted air brake equipment simplifies maintenance.

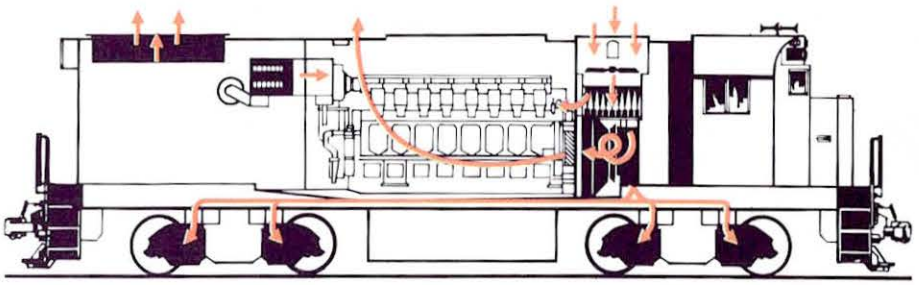
Tri-mount trucks are a considerable improvement over previous truck designs. They enable your locomotives to operate at higher speeds with better riding and adhesion characteristics than any other 6-wheel truck.

Better weight distribution throughout the entire locomotive reduces wear on wheels and brake shoes. Saves on fuel. And the best wheel slip control system now in service automatically cuts back power to the slipping wheel and gradually re-applies power. Again minimizing wear on brakes and wheels.

New Radiator Design. Horizontally-mounted radiator cores increase radiator efficiency, and provide a more even flow of cooling air, particularly at high speeds. The radiator fan is mounted directly above the eddy-current clutch, eliminating the need for a universal drive, fan shaft, and upper bearing. The radiator section lifts off easily. And you can remove the entire radiator and engine hoods for major maintenance and easy realignment.

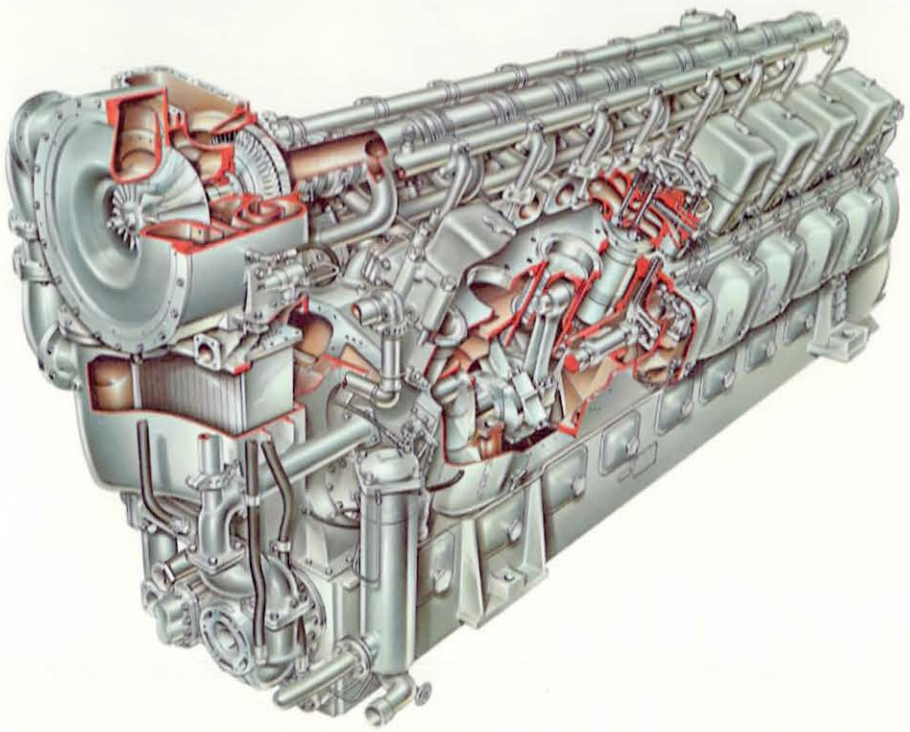
More Century features: Still other design and convenience features you get with an ALCO Century include new hinged doors on both sides of the engine compartment that can be folded back to expose the entire side of the diesel engine, making it easy to reach all engine cylinders. Walk-in access to the main and auxiliary generators is also provided. A low front hood gives improved visibility from the angled front windows; a quieter cab reduces personnel fatigue; number lights and marker light controls are installed in the cab; all gauges in the cab are eliminated except those required by the I.C.C.

That's ALCO's Century—the most modern motive power available today.



ALCO Century 420

... and only ALCO locomotives are powered by the performance-proved 251 engine



ALCO's 251 engine is designed for power and durability. Its free-running exhaust gas-driven, water-cooled turbocharger cuts fuel consumption. Has only one rotating assembly. Operates efficiently at all altitudes and temperatures.

Its charge-air aftercooler is designed to improve combustion, lower operating temperatures, and prolong engine life.

Chrome plated cylinder liners made of high-strength, close-grained cast iron afford an exceptionally low rate of wear.

Bearing is grooveless. Grooveless bearing design provides greater oil film thickness. Results in a 70% higher load-carrying capacity than any grooved bearings can supply.

Interchangeable air and exhaust valves are made of special wear resistant alloy, and replaceable stellite valve seat inserts extend valve life.

Newly-developed exhaust manifolds are designed for longer life and greater efficiency.

A forged and hardened crankshaft is specially counterweighted to minimize main bearing loads and internal forces.

Other design features. Among the other important design features that help the 251 engine perform better and last longer: Oil-cooled aluminum pistons, to provide effective cooling of the ring belt area, and prevent piston rings from sticking.

Replaceable forged ring carrier with Ni-Resist top ring insert. Carrier is shrunk-fit and welded to piston; insert prolongs life of both ring and piston.

Better Accessibility. Easy single knob access to cylinder heads, fuel pumps and base.

Cams integral with shaft. Camshaft is assembled in several replaceable sections of heat-treated, precision-machined hardened steel.

Serrated cap to block fit. Mating surfaces are serrated for rigidity; preloaded to resist shearing forces in both directions.

Block and base are made of fabricated steel and steel forgings for strength and rigidity. Both are heat-treated after welding.

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SIXTY-SEVENTH ANNUAL REPORT—YEAR ENDED DECEMBER 31, 1963

TO OUR STOCKHOLDERS:

The year 1963 was an active and interesting one for the Union Pacific. The year's developments are covered in considerable detail on the pages following this letter, but they may be briefly highlighted here.

There were both plus and minus factors affecting income in 1963, but net earnings under Interstate Commerce Commission accounting regulations increased 2.1 per cent, and adjusted net income also increased slightly. Improvements in transportation earnings and interest income more than made up for a drop in oil and gas income and increases in fixed charges and "miscellaneous deductions."

With prosperous business conditions throughout the year, total operating revenues amounted to $519.1 million, the best showing in the last ten years. This figure excludes $5.3 million from revenue received on transcontinental freight traffic in the last half of the year, as explained in the report.

The tabulation below shows the breakdown of net income (under accounting rules prescribed by the I.C.C.) by Operating Divisions, for 1963 compared with 1962:

	1963	1962	Increase (+) or Decrease (—)
Transportation Division	$67,224,967	$63,390,740	+$3,834,227
Natural Resources Division	14,633,385	16,667,774	— 2,034,389
Land Division	239,374	798,979	— 559,605
Non-Divisional	2,123,981	1,632,633	+ 491,348
Total	$84,221,707	$82,490,126	+$1,731,581

Our interests in Rangely oil field were sold for $62.2 million on September 26, 1963. This was an unusual transaction. On the basis of the estimated future income decline in the field, the sale at this price was too favorable an opportunity to let pass, but a short-term effect of the sale was a considerable reduction in oil and gas income, as pointed out in report. Accordingly, the sale proceeds (less capital gain taxes) have been earmarked for reinvestment in new natural resources projects from which attractive income yields may be anticipated.

* * * *

The first step in a new dividend policy for the common stock was taken by establishing a regular quarterly rate of 40 cents per share, starting October 1, 1963. Later in 1963, a year-end extra of 10 cents per share was declared along with the quarterly of 40 cents, payable January 2, 1964, making the annual rate $1.70 per share compared with the previous $1.60 rate.

(*Continued on following page*)

Then, on March 26, 1964, a quarterly dividend of 45 cents per share was declared payable July 1st, thus placing the common on a regular annual basis of $1.80 per share, with the contemplated discontinuance of year-end extras.

This liberalization of the company's dividend policy recognizes for our stockholders the growth in earnings from the large amount of additional capital put back into the property since the war. Union Pacific income per share of course includes earnings from oil, gas and other minerals in substantial amounts, a supplemental source of income that is not available to most railroad companies.

* * * *

Further delays occurred during 1963 in the efforts of the railroad industry to effectuate revisions of employe work rules along the lines recommended early in 1962 by a distinguished Presidential Railroad Commission. The dispute finally reached Congress, which set up an Arbitration Board to determine the firemen and train-crew size issues. In November, 1963, the Arbitration Board filed an award which disposed of the firemen issue and provided for further handling, with ultimate arbitration on individual railroads, as to train-crew size. The award directed that most of the firemen could be eliminated through "natural attrition," with generous provisions for protection of the vast majority of present holders of the jobs. The unions sued in Federal court to have the award set aside, but the District Court, and later the Court of Appeals, supported the railroads' position. The Supreme Court declined to review the case on April 27, 1964, and it therefore appears that the award of the Arbitration Board will become effective May 7, 1964. On April 22, 1964, President Johnson announced that a settlement had been reached on certain other issues in dispute which were not submitted to arbitration.

* * * *

The Company's activities having to do with the proposed merger with the Rock Island were potentially important for the future of the Rock Island and the Union Pacific. Managements of the two railroads signed a comprehensive Plan and Agreement of Merger; an agreement was reached with the Southern Pacific for purchase from the Union Pacific, after the merger, of certain Rock Island properties in and south and southwest of Kansas City; and the merger proposal, including the conversion of Union Pacific preferred stock into debentures, was presented to our stockholders and approved. These developments represent a significant advance toward a merger which we believe will be highly beneficial to the more than 110,000 stockholders of the Rock Island and the Union Pacific, and the general public. Two steps still remain: the management of the Rock Island has yet to obtain approval of its stockholders, and Interstate Commerce Commission authorization will be required before the merger can be put into effect.

* * * *

President Johnson has strongly recommended reform of outdated and unfair Federal regulatory laws covering transportation, principally H.R. 9903, but prospects for enactment of legislation in 1964 are dimmed by the usual complications. Our Stockholders can help by writing to their representatives at Washington, indicating their support of such legislation.

* * * *

The Board of Directors takes this opportunity to express its sincere appreciation for the cooperation and loyalty of Union Pacific officers and employes throughout the year.

E. ROLAND HARRIMAN
Chairman of the Board of Directors

ROBERT A. LOVETT
Chairman of the Executive Committee

A. E. STODDARD
President

New York, N. Y., April 30, 1964

INCOME ACCOUNT

TRANSPORTATION OPERATIONS	1963	1962	Increase (+) or Decrease (—)
Operating revenues	$519,104,479	$512,124,915	+ $6,979,564
Operating expenses	372,131,540	370,157,101	+ 1,974,439
Revenues over expenses	$146,972,939	$141,967,814	+ $5,005,125
*Railway tax accruals	74,880,201	73,469,279	+ 1,410,922
Railway Operating Income	$72,092,738	$68,498,535	+ $3,594,203
Equipment rents (debit)	19,312,637	20,167,039	— 854,402
Joint facility rents (debit)	1,668,376	1,556,168	+ 112,208
Net Income from Transportation Operations	**$51,111,725**	**$46,775,328**	**+ $4,336,397**

INCOME FROM INVESTMENTS AND OTHER SOURCES			
*Net income from oil and gas operations	$21,542,808	$23,888,982	— $2,346,174
Royalties from oil and gas leases	407,494	395,977	+ 11,517
Dividends on stocks owned	4,330,710	4,374,624	— 43,914
Interest on bonds and notes owned	6,897,321	5,071,887	+ 1,825,434
Other interest income	720,916	675,077	+ 45,839
Rents from lease of road	122,579	122,579	
Miscellaneous rents	846,152	804,350	+ 41,802
Miscellaneous income	2,741,916	2,863,146	— 121,230
Profits and losses—net (property sales, etc.)	754,365	1,067,766	— 313,401
Total	$38,364,261	$39,264,388	— $900,127
Total income	$89,475,986	$86,039,716	+ $3,436,270
Miscellaneous tax accruals	$415,303	$311,685	+ $103,618
Other deductions from income	1,057,634	84,167	+ ‡973,467
Total deductions from income	$1,472,937	$395,852	+ $1,077,085
Income available for fixed charges	**$88,003,049**	**$85,643,864**	**+ $2,359,185**
FIXED CHARGES			
Interest on funded debt	$3,764,812	$3,141,455	+ $623,357
Other fixed charges	16,530	12,283	+ 4,247
Total	$3,781,342	$3,153,738	+ $627,604
Net income under accounting rules prescribed by I.C.C.	$84,221,707	$82,490,126	+ $1,731,581
†Reduction necessary to conform accounting for current Federal income taxes to generally accepted accounting principles	15,242,353	13,860,492	+ 1,381,861
NET INCOME	**$68,979,354**	**$68,629,634**	**+ $349,720**
Net income per share of common stock (after preferred dividends):			
Under accounting rules prescribed by I.C.C.	$3.58	$3.50	+ $.08
Under generally accepted accounting principles	2.90	2.88	+ .02

*"Railway tax accruals" include *Federal taxes on income from all sources.* Such taxes on income from oil and gas operations were approximately $6,535,000 in 1963 and $7,089,500 in 1962.

†Reduction consists of (1) the tax effect arising from excess of depreciation and amortization allowed for tax purposes over depreciation recorded in the accounts under accounting rules prescribed by Interstate Commerce Commission and (2) a portion of the 7% investment tax credit, both of which it is anticipated will be offset by additional taxes at some future time.

‡The increase is chiefly due to expenses incurred in connection with merger activities.

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(Product Reference 34A

Mergers get spring airing at meetings

Spring is the season for graduation parties, vacation planning—and railroad annual meetings. Last week, the meeting schedule was at its heaviest with management talking it over with shareholders on at least a half-dozen major roads, including New York Central, Pennsylvania, Milwaukee, Union Pacific, Frisco and Missouri Pacific.

Without exception, comments reflected an optimistic attitude. While strike threats hurt business generally in April, officers of most of the roads are still figuring on a more profitable second quarter this year than last.

Predictably, much of the discussion at the meetings centered on mergers, marketing and the labor situation.

Merger talk produced few surprises—but it did tend to outline clearly railroad thinking and planning on consolidations. Top officers of NYC and PRR, for example, are holding to their predictions that they'll get a favorable recommendation from ICC examiners late this year and a favorable decision from the Commission itself in '65—though final briefs in the case won't be filed for another two weeks (due June 1).

• **Western merger front.** In the West, merger possibilities got the spotlight at two meetings—Missouri Pacific's and Milwaukee's. Much of the attention at the MoPac session was focused on the proposed MP-Texas & Pacific consolidation. But MoPac officers also touched on the MP-Santa Fe talks—and described any merger of the two roads as "a long way off." First, they indicated, the MP-T&P merger must be progressed further.

Milwaukee, long rumored as a merger partner of Chicago & North Western, isn't negotiating now, shareholders were told. But President William J. Quinn said his road's directors believe sound mergers will be carried out and will contribute to the industry's progress. Milwaukee, he said, will play a "prominent part in such progress. We believe that the Milwaukee Road is shaping up more and more as being in a highly strategic position in the West insofar as mergers are concerned."

Marketing, sales and service, revenues and profits got a thorough working-over at all of last week's meetings—and as the saying goes, the trend is up.

• **View of earnings.** NYC President Alfred E. Perlman and PRR Chairman Stuart T. Saunders both forecast "substantial" improvement in second-quarter earnings over the April-June figures of a year ago. Both men also stayed on the optimistic side for the year as a whole—as did Milwaukee President Quinn and MoPac President Downing B. Jenks. Union Pacific officers predicted a slight increase in revenues and labeled their view of earnings prospects as one of "restrained optimism." Frisco, said President L. W. Menk, looks for first-half earnings to match 1963 figures, but hopes for increased net for the full year '64.

On the labor front, shareholders got varying views—mostly involving the immediate and long-range savings made possible under the fireman-off and crew-consist arbitration award. But, as an officer of one major road noted, it may take five to seven years to implement the changes fully—and, as another company's chief executive pointed out, the organizations have indicated they plan to reopen the case when the term of the award expires in 1966.

Full-crew laws complicate the situation further—and reduce the possible savings. NYC, for example, figures it can save $3.5 million in the first full year after the fireman-off ruling is in effect. But, Mr. Perlman said, crew laws in New York, Ohio and Indiana will bar the road from realizing about 60% of the potential benefits under the award. (At the same time, railroads are stepping up the fight to overturn full-crew laws in a half-dozen states. Court suits are pending in New York, Wisconsin, Ohio and Arkansas; referendums are being sought in California and Arizona. And there's a good possibility of action later on in such states as Washington, Nevada, Oregon and North Dakota.) ■

Current Publications

NEW BOOKS

THE LOUISVILLE & NASHVILLE RAILROAD, 1850-1963, by Kincaid Herr. Fifth Edition, 402 pages, illustrations, maps. Louisville & Nashville Railroad, Public Relations Department, Louisville. $4.

SOVIET RAILWAYS TODAY, by J. N. Westwood. 192 pages, illustrations, drawings. The Citadel Press, 222 Fourth Ave., New York, 10003. $7.95.

SOURCES OF INFORMATION IN TRANSPORTATION, compiled by an Ad Hoc Committee of Librarians. 262 pages. Published for the Transportation Center at Northwestern University by the Northwestern University Press, 816 University Place, Evanston, Ill., 60201. $5.

RAILROADING AFTER HOURS WITH JIM LYNE

LYNE

WHAT'S A 'PARAMETER'?—Trains are easier to handle by remote control than are the vehicles of other methods of transportation—because trains depend on only one parameter, while the others have two or three. Thus Secretary-General Louis Armand of the International Railway Union explained, in mathematical language, the relatively easy adaptation of railways to automation.

The quotation comes from the translation of the report of M. Armand's talk at the railway cybernetics conference in Paris last November—as it appears (in English) in the March 1964 issue of the Monthly Bulletin of the International Railway Association.

What M. Armand had in mind (as I get it) is that trains move only forward or backward—whereas motor vehicles and boats can also move sideways, and aircraft can move up and down, as well as forward-backward and sideways. Obviously, remote control of vehicles that can wobble and dip is a tougher technological problem than controlling those with movement confined by rails.

M. Armand further pointed out that all railway facilities and operations are interconnected and interrelated, and efficient performance depends upon getting the best combination of all factors. Computers enter the picture because they can work out the best available combinations faster and more accurately than human calculations can.

HOW THEY TRAVEL NOW—I had a visit a few days ago with some high school youngsters from Slater, Mo., who came to New York to see the sights, including the World's Fair. The first leg of their journey was a 90-mile bus ride from Slater to Trenton, Mo., where they caught a Rock Island train for Chicago. Slater, on the GM&O, has had no passenger-train service for several years.

I got to talking with one of the teachers in charge of the party, and he told me the whole trip (40 youngsters) cost them $90 each, of which $60 was railroad fare.

I asked him if he had had quotations from the airlines and he said the best they could offer was $80 for the round-trip from Kansas City to New York—or $20 more than the railroad charge. And, he added, that extra $20 might well have reduced the size of the party by a half.

This conversation heartened me, since it gave evidence that railroads can still be competitive for passenger traffic with dollar-conscious people—in spite of all the governmental favors that other transport methods enjoy. It also drew attention to the fact that there are now large areas of this country that not only have no passenger-train service—but have no regular bus service either.

You either hire yourself a car or walk. This is not a good situation; and my crystal ball tells me that, one of these days, it will be corrected. The nation needs common carrier passenger service, if for no other reason than to provide necessary transportation for those people who cannot be safely certified as competent to drive an automobile.

CONSERVATIVE FOR NATIONALIZATION—Editor Bill Buckley of the conservative magazine National Review has come out in favor of nationalizing the railroads. Mr. B. says he's opposed to nationalization of industry "for reasons historical, political, economic and even spiritual." Nevertheless, he believes the railroads ought to be nationalized *unless* government will permit them to operate as genuine private enterprise.

He attributes railroad troubles primarily to "labor unions immunized from the anti-monopoly laws."

That is part of the railroads' trouble—but only a part. The other part comes from excessive governmental favoritism to other forms of transport, and political pressure to maintain this favoritism comes largely from business interests who consider themselves conservatives—not at all as the practicing socialists they actually are. Nowadays the railroads find themselves victimized quite as much by the "right" as by the "left"—perhaps even more so. Some self-proclaimed conservatives are not at all conservative when it comes to spending public money on superhighways, airports and waterways.

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BRT hosts railroads conference

"The future of the railroads" is a common theme for meetings where experts from a number of fields are brought together for a day or two of discussion—but the most recent meeting of this kind had at least one new wrinkle: It was called, sponsored and set up by the Brotherhood of Railroad Trainmen.

The BRT's conference, held at Cambridge, Mass., had all the ingredients for wide-ranging discussion—railroad officers, supply-company representatives, professors, lawyers, bankers, shippers, government officials. For two days they pondered railroad problems in five major areas—technology, national transportation policy, emergency transportation, financing and marketing. The result was a series of 22 specific recommendations aimed, the BRT said, at "the railroads, the United States government and the people of the country." Among the principal suggestions:

— "To improve the competitive position of the industry, definite changes are needed involving intercompany and management-union cooperation. These include short, fast, frequent trains, shorter and quicker turnaround, less yard time and more effective use of specialized equipment with better control and no storage utilization."

— There should be "greater cooperation through the agency of the AAR and other appropriate agencies to implement automatic controls, both mechanical and data handling, and to improve car control."

— Because the application and utilization of new technology "creates substantial problems of human welfare . . . there should be established new institutions to promote continuing discussions between the railroads and the brotherhoods."

— Rail management and the unions should cooperate "toward the development of a national transportation policy directed toward the improvement and expansion of railroad services and employment opportunities, all geared to the national public interest."

The conference report also called for liberalization of depreciation policies involving railroad property and the elimination of discriminatory tax policies. ■

WATCHING WASHINGTON WITH WALTER TAFT

TAFT

• **FIRST WOMAN MEMBER OF THE ICC** is expected soon to take her oath of office. She is Virginia Mae Brown, who has been a member of West Virginia's Public Service Commission for the past two years. She is an attractive 40-year-old lawyer, wife of a Charleston (W. Va.) attorney and mother of two daughters (RA, Mar. 16, p. 13). President Johnson's nomination of Mrs. Brown for membership on the ICC was confirmed by the Senate May 7, after a delay of six weeks from the time the nomination was cleared by the Senate's Commerce Committee. She will succeed Clyde E. Herring of Iowa, a commissioner since 1959 when he was appointed by former President Eisenhower. Mr. Herring's term expired at the end of last year, but he has continued to serve under that provision of the Interstate Commerce Act which permits a commissioner to stay on the job until a successor qualifies.

THE SENATE DELAYED confirming Mrs. Brown to accommodate several senators who wanted to make speeches complaining that the supplanting of Commissioner Herring will leave the Middle West without representation on the Commission. The complainers argued that this amounts to inequitable geographical distribution of the memberships. Meanwhile, all conceded that Mrs. Brown is qualified for the job.

THE CHAIRMAN of the Commerce Committee, Senator Warren G. Magnuson (D., Wash.), said she "made an excellent impression before the Committee," leaving its members confident that she is "more than qualified." She is "well qualified," agreed a leading Republican member of the Committee—Senator Thruston B. Morton of Kentucky. Senator Morton, nevertheless, lined up with those who are "extremely unhappy about the geographical distribution."

THE GEOGRAPHICAL DISTRIBUTION of present Commission memberships (in addition to that of Commissioner Herring) is: Chairman Abe McGregor Goff, Idaho; Vice-Chairman Charles A. Webb, Virginia; Howard G. Freas, California; Kenneth H. Tuggle, Kentucky; Everett Hutchinson, Texas; Rupert L. Murphy, Georgia; Laurence K. Walrath, Florida; John W. Bush, Ohio; William H. Tucker, Massachusetts; Paul J. Tierney, Maryland. Mrs. Brown's West Virginia "lies in the center of four states which are presently represented," Senator Morton pointed out.

COMPLAINING MEMBERS of the Commerce Committee, in addition to Senator Morton, were two other Republicans—Senators Norris Cotton of New Hampshire and Hugh Scott of Pennsylvania. The statement they made when the Committee cleared the nomination, like their Senate speeches, emphasized their purpose to make a record on the geographical-representation issue—not to oppose Mrs. Brown. However, Senator Carl T. Curtis (R., Nebr.), who is not a member of the Commerce Committee, told the Senate that he tried to get Chairman Magnuson to return the nomination to President Johnson for reconsideration.

A WHITE-HOUSE CEREMONY for oath-taking could be in the offing for Mrs. Brown. That would be in line with her identification as one of the 50 women whom President Johnson plans to have in high-level federal positions. In recent years, new Commissioners have usually been sworn in at Commission ceremonies which are also farewells to their predecessors.

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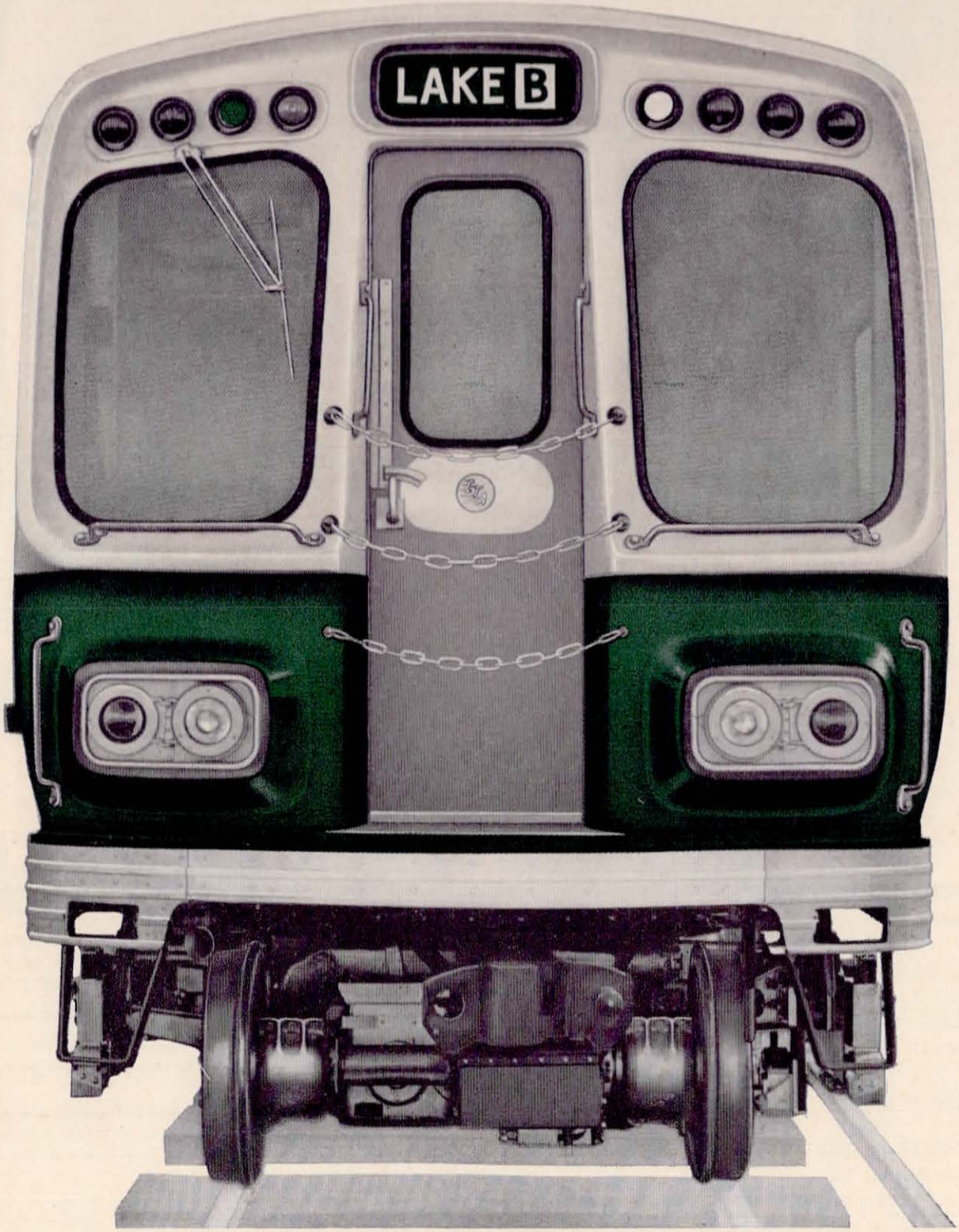

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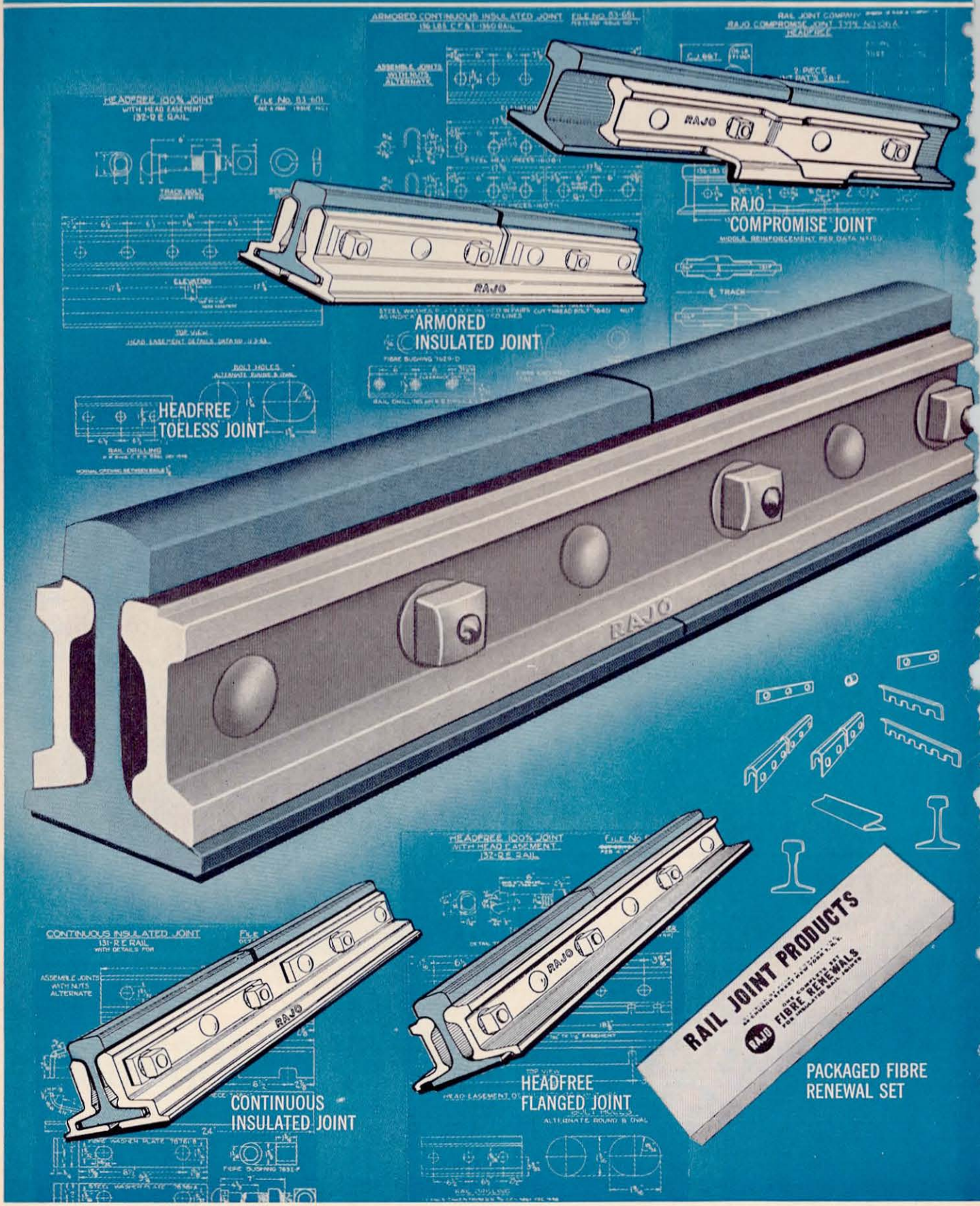

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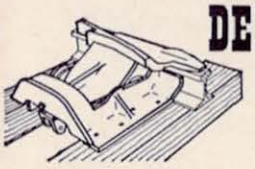
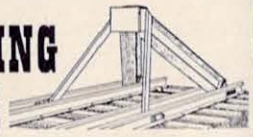
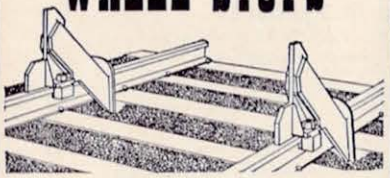


BUMPING POSTS



WHEEL STOPS



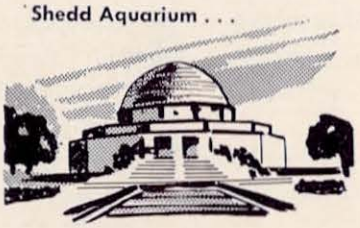
Write for 1964 catalog and price list.

Hayes Track Appliance Co.
RICHMOND, INDIANA

SIDE TRACK SECURITY

(Product Reference 42B)

Shedd Aquarium . . .



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BLE rejects latest BLF&E merger bid

The BLE and BLF&E are still staging their own version of the "great locomotive chase."

In separate statements coming just a day apart:

—The Brotherhood of Locomotive Engineers once again—and tartly—turned down the Brotherhood of Locomotive Firemen & Enginemen's bid for an amalgamation.

—The BLF&E declared—with figures purporting to back the declaration—that more than half the engineers and firemen in the U.S. and Canada favor merger of the two unions.

• **BLE says 'no.'** Regardless of the BLF&E's survey statistics, the Engineers are having no part of consolidation. The Firemen, on April 28, submitted a written proposal for amalgamation. But, says BLE Grand Chief Roy E. Davidson, "the latest proposal merely called for bringing the two organizations together under one roof, with no possible benefits or savings to either."

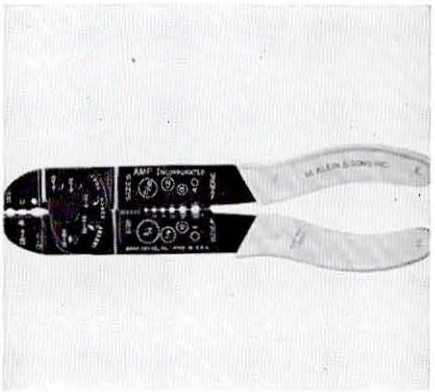
In a letter from top BLE officers to their counterparts in the BLF&E, the Engineers said that what the Firemen's organization proposes "is only slightly different from an amalgamation of the type that was resoundingly turned down by the membership of the BLE in a referendum vote conducted in 1949."

BLE officers also noted that the union's 1950, 1953, 1956 and 1962 conventions "have taken firm action to prohibit any consideration or discussion of amalgamation or merger in any form; therefore, it is our duty to inform you that your proposal is unacceptable and does not warrant favorable consideration or further discussion on our part."

• **'Pursuit' ended?** Then, just to make sure the door was slammed hard, the Engineers concluded: "Trusting this will make our position sufficiently clear to you and terminate any further pursuit of the matter, we are, fraternally yours. . . ."

One day later, BLF&E President H. E. Gilbert had his say. The Firemen, he declared, have received 45,195, signed postal cards—from both BLF&E and BLE members—supporting formation of one organization for enginemen. ■

NEW PRODUCTS REPORT



Electrician's Tool (RA-1)

A new tool will perform six jobs: shear bolts clean; cut wire; strip wire; measure stud sizes; gauge wire sizes and crimp terminals. There are six shearing holes for bolt cutting. The tool strips wire sizes 10 through 22 gauge in six gauges (stripping holes are convenient wire gauge). Stud gauge No. 4 through ⅜ inch permits selection of correct terminal stud size. The tool has plastic handles. Each tool is individually wrapped with an instruction sheet. *Mathias Klein & Sons, Inc.*

Dial Paging (RA-2)

A new approach to pocket radio paging makes it possible for any person in a PBX-equipped building to transmit a direct voice message from any plant telephone to radio-equipped men on the move. The system is for one-way paging to FM pocket radio receivers and to FM mobile radios in vehicles. The caller dials a radio number, and the receivers hears a beep signal. He presses a button and then hears the caller's voice. Up to 900 radio units can be dialed selectively. *General Electric.*

Organic Herbicides (RA-3)

A new group of organic weed killers has been introduced for controlling some of the persistent weeds in non-crop areas. Designated the Urox group, they are designed to attack weeds through their root systems to give quick kill and long-term control. The chemicals are reported to eliminate such tough weeds as Johnson grass, Bermuda grass and crab grass.

One of the herbicides in the new group, Urox "J," is said to be especially adapted for destroying Bermuda grass, crab grass and Johnson grass. It is a heavy viscous liquid formulation that is designed for rapid "contact" burn-out and deterioration of root systems within six weeks after application.

Another formulation, Urox "D," is available in both a granular and liquid form and is aimed at controlling most annual and perennial grasses and broad-leaved weeds. Urox "H" is recommended for such hard-to-kill grasses as quack grass, blue grass and broomsedge. *General Chemical Division, Allied Chemical Corp.*

Switch Heater Control (RA-4)

Model 641 control system is used where a number of switch heaters are located in one area. The system can accommodate a maximum of 36 sensors and igniters (18 switches) if the sensors are to be sampled in pairs. Sequence of operation for a system on 18 switches is as follows: The gas valves are opened electrically. Next, the selector switch starts cycling one cycle every 15 minutes. Each pair of sensors is sampled once every 15 minutes. Every 7 minutes the igniters are energized for a period of 1 minute.

The sensors detect the change in heat at the switches. After a few minutes of operation when the heaters are up to temperature, as the selector switch samples a pair of sensors, an indication will be given to the control operator. If the particular switch heater is working normally, a signal light will show normal operation. If operation is abnormal—such as an open circuit, short circuit or improperly heated switch—an alarm will sound, or a special light will alert the operator. *White Mfg.*

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS ADVERTISED ON PAGES 2 3 4 10 13 16 17 27-30 31-33 34A 34B 35 37 38-39 40-41 42A 42B 45 48 51 52 55 56

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS AND NEW LITERATURE DESCRIBED ON PAGES 43 and 44 MARKED RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 NL-1 NL-2 NL-3 NL-4 NL-5 NL-6 NL-7 NL-8 NL-9 NL-10

NAME ..... TITLE .....

COMPANY .....

ADDRESS .....

CITY ..... ZONE..... STATE.....

5/18/64

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RAILWAY AGE WEEKLY

30 CHURCH ST.

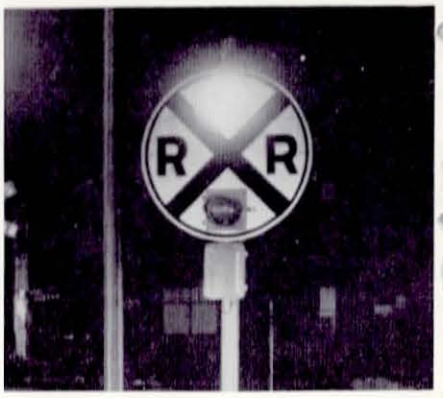
NEW YORK, N.Y. 10007

READERS' SERVICE DEPT. (Attention George Johnson)

NEW PRODUCTS REPORT

Portable Radio (RA-5)

A new portable two-way radio has up to 18 watts of power output in the frequency band 25 to 50 megacycles and up to 10 watts of power in the 132-174 megacycle band. The 13-pound unit measures 11 inches by 3⅝ inches, by 9⅛ inches. The Porta-Mobil can be plugged into the cigarette lighter in an automobile, operate off self-contained re-chargeable batteries, or plugged into a 117-volt AC outlet. It is available with two-frequency operation. *General Electric Co.*



Warning Sign (RA-6)

A new type of sign is said to achieve high visibility at night or during poor weather conditions. The sign has two flashing yellow beacons in addition to a reflective surface sign message. Installed as an advance warning sign in approach to railroad-highway grade crossings, the flashing "bouncing ball" beacons are said to be effective in attracting motorists' attention. The new advance warning sign is known as Rail-Guard. *Eagle Signal Div., E. W. Bliss Co.*

New Literature

DATA PROCESSING. Two brochures on the use of the Honeywell 200 data processing system and a PERT chart for computer installation planning in the transportation industry have been issued by Honeywell Electronic Data Processing. (NL-1)

COVER PANELS. A new pre-engineered wall and roof panel with outstanding thermal efficiency is described in this Butler Manufacturing Co. brochure. The product is a metal-faced, sandwich panel with a foamed-in-place urethane core, applicable to many types of buildings. (NL-2)

HIGH PERFORMANCE NUT. Screw and Bolt Corp. offers a technical bulletin on its new M-150 high performance nut which was engineered to make possible stock delivery of any quantity of this kind of nut in the SAE grade 8 range. (NL-3)

STEAM HEATING COILS. Heavy-duty steam-heating coils are described in this 12-page catalog from the Westinghouse Sturtevant Division. (NL-4)

ELECTRIC WELDING. A new 16-page catalog describing the complete line of Linde power supplies for all major electric welding processes. (NL-5)

HOSE AND FITTINGS. Aeroquip Corp.'s parts are easier to identify, order and assemble with this new 8 page condensed catalog about the firm's low, medium and high pressure hoses. (NL-6)

WEIGHT, TENSION AND LOAD MEASUREMENT. Martin-Decker Corp.'s brochure describes its complete line of industrial products, including giant crane scales, projector crane scales and Dyna-Line Tensiometers. (NL-7)

TWIST DRILLS. This 4-page bulletin on a recently added line of solid carbide twist drills has just been issued by New York Twist Drill Co. (NL-8)

PRECISION TEST GAUGES. A Martin-Decker Corp. brochure describes the firm's complete line of precision test gauges. It explains the advantages of 360° test gauges over ordinary 270° test gauges. (NL-9)

WELDING EQUIPMENT AND SERVICES. This 12-page booklet, from Westinghouse Electric Corp.'s Westing-Arc Division, contains information about 16 different welders, plus a description of brazing alloys and welding electrodes and wire. (NL-10)

RAILWAY AGE WEEKLY

30 CHURCH ST.

NEW YORK, N.Y. 10007

READERS' SERVICE DEPT. (Attention George Johnson)

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Please quote price on ..... reprints of the article(s) beginning on page(s) .....

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Department .....Title .....

5/18/64

PEOPLE IN THE NEWS

ASSOCIATION OF AMERICAN RAILROADS.—J. E. Roumillat appointed canned goods specialist, Freight Loss & Damage Prevention Section, Freight Claim Division, Chicago. Mr. Roumillat has been packaging engineer, Chicago Office, since 1961 and has assisted in preparation of material for the Bureau's various publications.

BALTIMORE & OHIO.—William A. Harris, manager labor relations—operating, named assistant director of labor relations. **Harrison F. Wyatt, Jr.,** director of personnel, appointed manager labor relations—non-operating. **Charles J. Schuler,** assistant manager labor relations, promoted to manager labor relations—operating. The three men, with headquarters at Baltimore, Md., will perform similar duties for the **Baltimore & Ohio Chicago Terminal** and the **Staten Island Rapid Transit,** wholly-owned subsidiaries of the B&O.

BURLINGTON.—D. V. Hon named assistant chief mechanical officer, Lines East, Chicago. **J. D. Schroeder** appointed assistant chief mechanical officer, Lines West, **Burlington, Colorado & Southern** and **Fort Worth & Denver,** with headquarters at Denver.

CANADIAN NATIONAL.—Fred Phaneuf, public relations manager, St. Lawrence Region, Montreal, appointed special assistant to the vice president. **Emery LeBlanc,** assistant to public relations manager, Moncton, N.B., succeeds Mr. Phaneuf as public relations manager, St. Lawrence region.

Ronald C. Gillespie, assistant area engineer, Chaleur area, Campbellton, N.B., appointed co-ordinator of financial planning and analysis, Atlantic region, Moncton.

A. F. Berry, superintendent transportation, Saskatoon, Sask., appointed operations manager, Saskatchewan area, succeeding **W. G. Bryant,** retired. **E. L. Boggs,** trainmaster, Saskatoon, succeeds Mr. Berry. **J. O. Pitts,** superintendent, Regina, Sask., appointed assistant to area manager **A. E. Street** at Saskatoon. **J. C. Crombie** of Regina, succeeds Mr. Pitts.

L. C. Durning, assistant manager, Customer Research Services, appointed manager of that department at Toronto, succeeding **Stewart S. Wier,** promoted to regional freight sales manager, Great Lakes Region, Toronto, succeeding **J. C. Gardiner,** transferred. **D. F. Wells,** supervisor of revenues, accounting and finance department, Montreal, appointed chief accountant, Toronto, succeeding **J. N. McLeod,** resigned.

B. E. Newell, co-ordinator of accounting development—disbursements, Montreal, appointed co-ordinator of financial planning and analysis, Great Lakes Region, Toronto.

COTTON BELT.—Kenneth Cameron appointed general agent, 161 Peachtree Street, N.E., Atlanta, Ga., succeeding **C. S. Mayne,** retired after almost 39 years of railroad service. **S. D. Whatley** appointed general agent, District of Columbia.

DETROIT & TOLEDO SHORE LINE.—Harry A. Sanders elected president, and **C. B. Campbell** named vice president.

FORT WORTH & DENVER.—E. C. Watson appointed chief special agent, Fort Worth, Tex., succeeding **Roy W. Brewer,** who retired March 31 after more than 27 years of service.

INTERSTATE COMMERCE COMMISSION.—Robert E. Wood designated acting chairman, Finance Review Board, Washington, D.C., to succeed **Curtis R. Englehart,** chairman, who retired May 1, after more than 40 years of Federal service **Bryson M. Pursell** and **John L. Boyd** are members of the board.

LONG ISLAND.—Eugene V. Heissenbuttel, passenger sales manager, elected president, Long Island Convention and Visitors Bureau.

John J. Dickinson, law clerk, appointed assistant general solicitor, Law Department.

LOUISVILLE & NASHVILLE.—Charles L. Riegel appointed senior cost analyst, Louisville. He was formerly associated with **Cooper-Bessemer Corp.,** Pittsburgh.

M. E. Miller, locomotive train director, named supervisor of locomotive utilization, Louisville, to succeed **John S. Swan,** retired. **M. F. Wallace,** rate clerk, Chattanooga, appointed supervisor, special services there, replacing the late **H. L. Daniel.**

NEW YORK CENTRAL.—George Coates, general superintendent property protection and freight claims, New York, retired April 30, after 48 years of service, and that position abolished. The superintendent of police and the freight claim agent will report to **R. D. Timpany,** assistant vice president—operating administration.

NICKEL PLATE.—Adolph P. Wunderlich, auditor of car accounts, **Nickel Plate,** Cleveland, retired April 30 after 54 years with that road.

NORFOLK & WESTERN.—Norman C. Elliott, general eastern freight agent, New York, retired April 30, after more than 49 years of service.

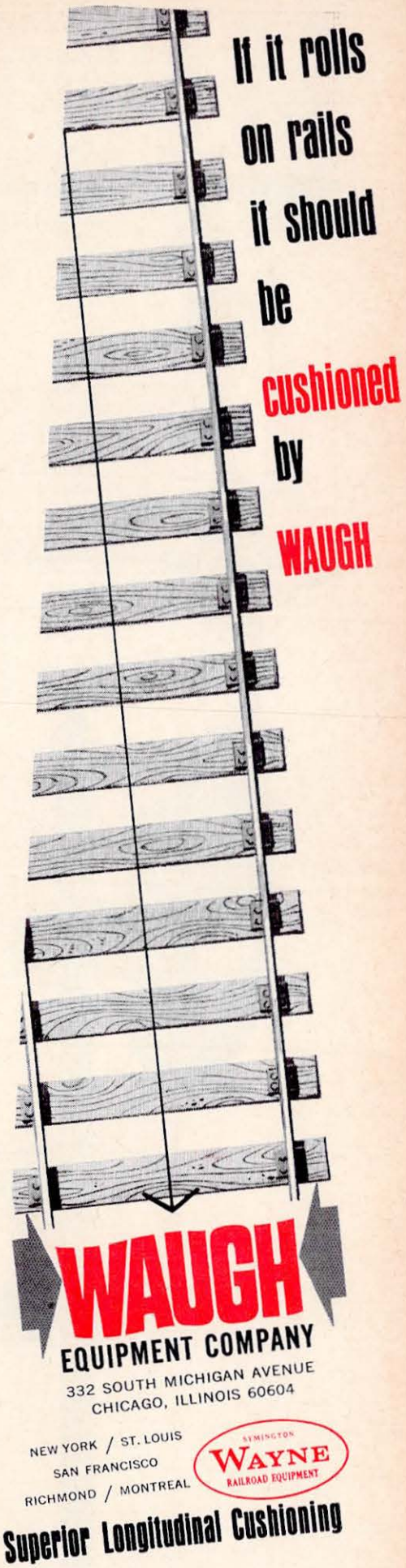
PANHANDLE & SANTA FE.—W. K. Fry appointed trainmaster-road foreman of engines, San Angelo, Tex., to succeed **W. K. Ludden,** who retired May 1.

PENNSYLVANIA.—Leo W. Green, resident engineer at Corry, Pa., where he directed engineering work connected with the Kinzua Dam project, appointed resident engineer at 24 Federal Street, Camden, N.J., during the construction of the Philadelphia-Kirkwood high speed line. **John W. Chamberlain, Jr.,** supervisor of construction expenditures, and **George Langan,** supervisor of track, assigned with Mr. Green to handle engineering details of relocating railroad terminal facilities and coordinating all phases of the engineering project with the Delaware River Joint Port Authority. Mr. Green and staff will work with **Henry D. Kruggel,** general manager, **Pennsylvania - Reading Seashore Lines,** and **Edward E. Zacharias,** who is in charge of maintenance of way, bridges and structures on the PRSL.

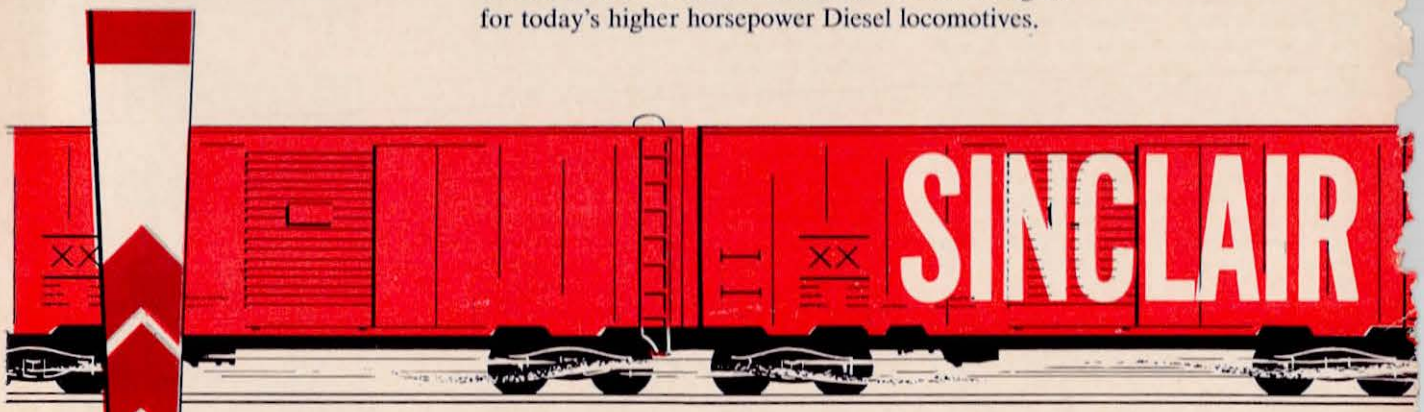
READING.—Frank J. Helms, regional sales manager, Chicago, transferred to New York, succeeding **Frederick M. Ludwig** (RA, April 20, p. 29). **H. Darrell Koss,** district sales manager, Portland, Ore., succeeds Mr. Helms. **A. W. Nemenz,** assistant regional sales manager—coal traffic, **Baltimore & Ohio,** New York, appointed to the newly created position of manager of coal sales, **Reading,** Philadelphia.

J. P. Ascher appointed industrial engineer, reporting to the executive vice president,

(Continued on page 48)

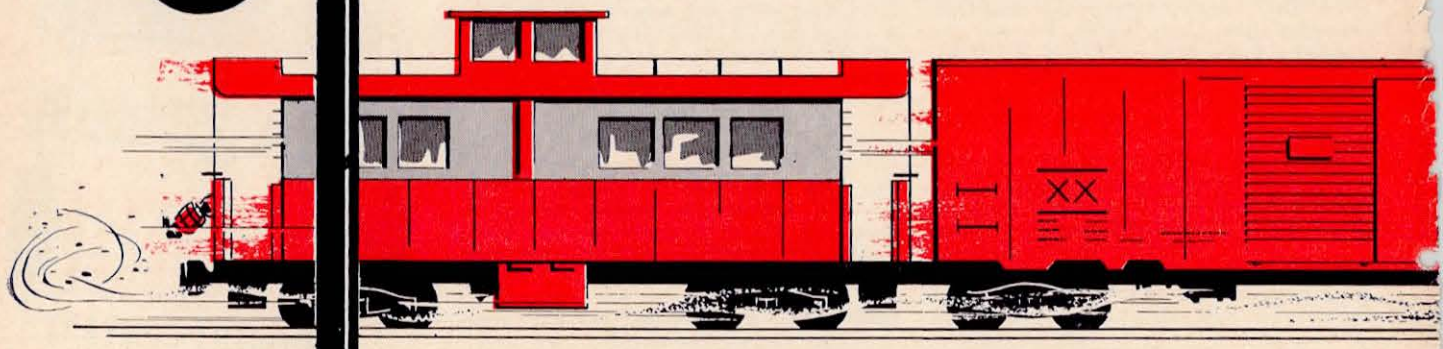


Choice of more than 100 railroads—a lubricating oil for today's higher horsepower Diesel locomotives.

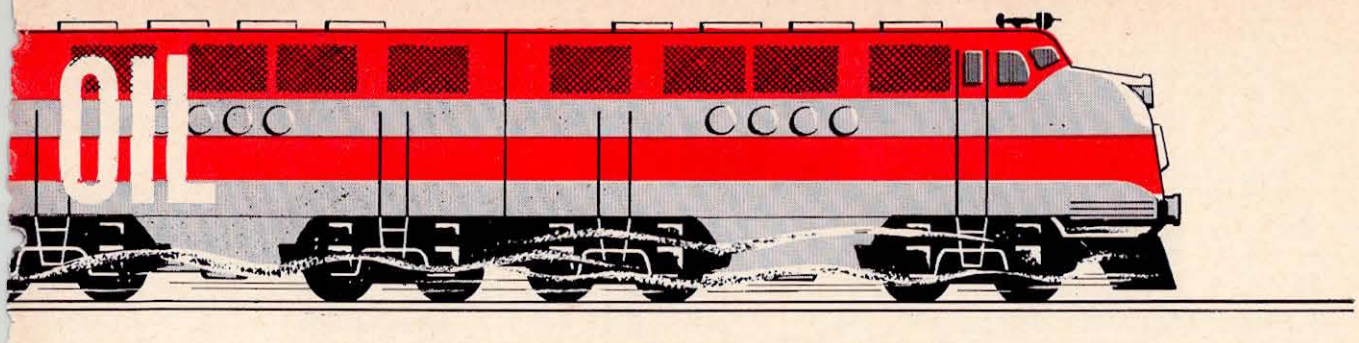


Made with rich, rugged Pennsylvania oil that cushions traction motor gear teeth—unsurpassed for heavy-duty work in Diesel traction motor gears.

A superior grease for Diesel locomotives and car journal roller bearings. AAR approved.



Contains effective oxidation, rust and foam inhibitors, for improved Diesel locomotive air compressor lubrication.



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Now you can ride Hi-Level on two famous Santa Fe trains

San Francisco Chief There's been a big change! Reserved seat Hi-Level chair cars have been introduced for greater comfort of coach passengers between Chicago, Kansas City, Amarillo and San Francisco. Complete selection of Pullman accommodations too.

El Capitan $8 million has been invested in new Hi-Level chair cars just added to this famous streamliner. You ride high, quiet and handsome in *all* cars and enjoy spectacular scenery. Daily service between Chicago, Kansas City, La Junta and Los Angeles.

Santa Fe

Say "Santa Fe via Chicago" for your trip to the NEW YORK FAIR

(Continued from page 45)

with headquarters at Philadelphia.

On April 29 the Chicago freight sales office moved to Room 673, 208 S. LaSalle Street, Chicago 60604, from the Rookery Building, 209 S. LaSalle Street.

REA EXPRESS.—Harold E. Shipley, Northeastern regional marketing manager, appointed assistant to vice president—sales. **John J. Short, Jr.,** Northeastern regional sales manager, succeeds Mr. Shipley. **Frank A. Johnson, Jr.,** assistant to vice president—sales, appointed to the newly created post of director, sales training and national accounts, New York. **Lawrence Berman,** assistant to president, also named secretary of the company.

ROCK ISLAND. — Lester S. Harris, assistant freight traffic manager, Fort Worth, Tex., retired April 30 after 35 years of service. **Robert R. Penney,** assistant general freight and passenger agent, named district sales manager, and **George W. Brewer,** traveling traffic representative, appointed general agent, both remaining at Memphis, Tenn.

J. E. Ham named assistant superintendent of safety and operating rules, Chicago.

Richard Watt promoted to assistant general freight agent, Fort Worth, Tex.

SEABOARD.—Hugh T. Harrell, commerce agent, named assistant general freight agent, Richmond, succeeding **Silas E. Harrison,** retired.

J. A. Wilson, assistant freight traffic manager, Richmond, Va., appointed assistant to vice president there.

Curtis A. McRee, assistant vice president, Richmond, retired.

Laurence E. Wilkinson named superintendent of insurance, Richmond, succeeding the late **Claude R. Hoggard, Jr.**

SOUTHERN.—Raymond C. Schallom, Jr., commercial agent, Philadelphia, Pa., appointed district freight and passenger agent there, succeeding **E. M. Franklin,** retired.

Frank I. Umhau, superintendent car service, Atlanta, Ga., retired May 1 after 47 years of service. **J. Paul Myers** named manager—car accounting, Atlanta, succeeding Mr. Umhau.

Lester H. Finotti appointed division storekeeper, Havne (Spartanburg) S.C., succeeding **James C. Baker,** retired.

Armpstred C. Henderson, director—rates and divisions, Washington, appointed assistant to vice president — marketing and research there. **Richard W. Ellerman,** manager—general rates, promoted to director—rates.

SOUTHERN PACIFIC.—M. C. Nystrom, vice president-purchases and stores, retired April 30 and his former position abolished. **J. R. Cade,** general purchasing agent-system, assumed jurisdiction over all purchases and stores functions, effective May 1.

TERMINAL RAILROAD ASSN. OF ST. LOUIS.—Kenneth L. Kelley appointed comptroller, succeeding **F. G. Wherry,** resigned. **Frank L. Knopf, Jr.** named assistant secretary.

OBITUARY

William J. Collins, 77, retired treasurer and paymaster, **Chicago & Western Indiana,** died May 5 in St. Charles Hospital, Aurora, Ill.

Samuel R. Hursh, who retired March 31, 1959, as assistant vice president, **Pennsylvania,** Philadelphia, died March 16, four days before his 70th birthday. Mr. Hursh had been chief engineer of the system from 1954 to 1956.

(Supply Trade on page 51)

MARKET OUTLOOK

Carloadings rise

Loadings of revenue freight in the week ended May 9 totaled 581,726 cars, the Association of American Railroads announced on May 14. This was an increase of 13,983 cars, or 2.5%, compared with the previous week; a decrease of 17,150 cars, or 2.9%, compared with the corresponding week last year; and a decrease of 2,221 cars, or 0.4%, compared with the equivalent 1961 week. Ton-miles generated by carloadings in the week ended May 9 are estimated at 12.8 billion, an increase of 0.5% over the corresponding week of 1963, and an increase of 8.3% over the 1962 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, May 9

District	1964	1963	1962
Eastern	82,677	84,166	83,792
Allegheny	103,708	106,305	94,740
Pocahontas ...	54,148	56,266	52,486
Southern	111,954	115,781	115,498
Northwestern .	81,015	82,019	83,799
Central Western	111,163	114,092	114,155
Southwestern .	37,061	40,247	39,477
Total Western Districts	229,239	236,358	237,431
Total All Roads	581,726	598,876	583,947
Commodities:			
Grain and grain products	44,388	51,397	49,553
Livestock	2,560	2,983	4,003
Coal	110,648	113,026	100,643
Coke	8,693	8,682	6,661
Forest Products	37,090	36,959	39,006
Ore	52,471	46,358	47,370
Merchandise l.c.l.	13,093	17,882	23,483
Miscellaneous .	312,783	321,589	313,228
May 9	581,726	598,876	583,947
May 2	567,643	591,210	587,413
Apr. 25	571,971	577,024	577,865
Apr. 18	581,127	561,261	569,493
Apr. 11	529,618	556,081	554,866
Cumulative total, 19 weeks ..	10,146,087	10,029,585	10,323,320
Estimated Revenue Ton-miles (millions) 19 weeks ..	228,600	217,700	213,400

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended May 2 totaled 17,545 cars, compared with 16,243 for the corresponding 1963 week. Loadings for 1964 up to May 2 totaled 289,611 cars, compared with 265,109 for the corresponding period of 1963.

IN CANADA. — Carloadings for the seven-day period ended April 21 totaled 73,802 cars, compared with 71,171* for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
April 21, 1964	73,802	25,205
April 21, 1963	63 538	22,615
Cumulative Totals		
April 21, 1964	1,097,680	402,577
April 21, 1963	948,815	357,701

* Revised

FREIGHT-TRAIN CARS

► *Chicago & North Western.*—Will increase capacity of 700 ore hopper cars (by adding 18 inches to the height of car sides and ends) to permit substantially heavier loadings of pelletized iron ores.

► *New York Central.*—Announced a $5 million expenditure on 300 new cars for itself and its affiliate, the Pittsburgh & Lake Erie. NYC ordered 100 60-ton Mark IV twin Flexi-Van flat cars from Greenville Steel Car, with delivery to begin in September; P&LE order 150 70-ton cushion-underframe-equipped all-steel flat cars from Greenville Steel Car, with delivery to begin in October; and 50 70-ton insulated box cars with cushion underframes to be built by NYC subsidiary Despatch Shops, with delivery to begin in October.

LOCOMOTIVES

► *Atlantic Coast Line.*—Ordered 21 new diesel-electric locomotives at a total cost of approximately $5 million. Included are seven 2,750-hp Century 628 units from Alco; seven 2,500-hp U25C units from General Electric; and seven 2,500-hp SD-35 units from EMD. Delivery is scheduled for December.

► *Erie Lackawanna.*—Ordered 36 diesel-electric locomotives at a cost of $7.5 million for delivery in September. They include 12 Century 425 units from Alco; 12 U25B from General Electric; and 12 GP35 locomotives from EMD. The 36 new units, each of 2,500 hp, will replace 48 older diesels in freight service.

FOREIGN

► *Colombia.*—Ordered 10 U20C diesel-electric locomotives from General Electric for service on the National Railroads of Colombia. Delivery is scheduled for late 1964.

► *Greece.*—Placed a $2.4-million order with Alco for 12 1,350-hp diesel-electric locomotives scheduled for delivery late this year. The new units will be used in passenger and freight service on the Peloponnesus lines of the Hellenic State Railways.

► *Mexico.*—National Railways of Mexico ordered 30 2,400-hp Century 424 locomotives from Alco, at a cost of $7 million. The order will be financed by the Export-Import Bank, and delivery will be completed this year.

NEW FACILITIES

► *Canadian National.*—Placed a $120,000 order with General Railway Signal Co., for type SA-1 searchlight signals and type B plug-in relays to be installed in CTC territory on the Brule subdivision in Alberta.

► *Cedar Rapids & Iowa City.*—Has begun work on a track extension to a new industrial area, at a cost of about $60,000.

► *Radiation Service Co.*—Ordered 24 sets of 2R series railroad radio from Union Switch & Signal division of Wabco for installation on switching locomotives on an eastern railroad.

► *Southern.*—Plans to construct a $10-million electronically-controlled automatic retarder classification yard in Macon, Ga. The new yard will be jointly used by the Southern and the Central of Georgia.

YOU OUGHT TO KNOW

ICC clears switching charge hike: Railroads in the Western district and Southern and Pocahontas regions have been authorized by the ICC to increase their switching charges. The increases will be $7.50 per car for inter-terminal and intra-terminal switching, and $3 per car for intra-plant switching. The Commission report, by Commissioner Tucker, came after further reconsideration on Ex Parte No. 223 (Sub-No. 2), the switching-charge part of that 1960 rate-increase case.

More Iron Horse Rambles: The enthusiastic response of steam fans to the first two Rambles (RA, Mar. 30, p. 102) induced the Reading to add two more this summer. In addition to the trip to Indian Echo Cave and Hershey, Pa., already scheduled for June 14, there will be a July 4 Ramble from Philadelphia to Shamokin, Pa., and an Aug. 29 Ramble from Jenkintown and Wayne Junction (Philadelphia) to Macungie, Pa.

Alger award to RI's Johnson: Rock Island President R. Ellis Johnson, who began his railroad career at 15 as an office boy, was one of 10 prominent Americans who received Horatio Alger Awards at ceremonies in New York City May 14. The recipients, chosen by ballot of 3,000 campus leaders at colleges and universities throughout the country, received their awards from a former winner, Dr. Norman Vincent Peale.

Rules for air-terminal trucking: The ICC has adopted regulations governing motor rate shipments incidental to air transportation. Such transportation is exempt from the Commission's regulatory jurisdiction, except as to qualifications and hours of service of the truck driver and safety of operations. The decision reaffirmed previous Commission findings that the exempt operations cannot be defined by a mileage formula, that the traffic must move on air billing and, except in emergencies, within terminal areas established by air carriers in tariffs filed with the Civil Aeronautics Board. The ICC decision, in MC-C-3437, is compatible with a like decision issued recently by CAB.

More coal for Canada: The Department of the Interior expects U. S. coal exports to Canada to reach 15.6 million tons this year—approximately one million tons more than in 1963. Other increases are forecast for coal shipments to Japan.

Low-temperature strength: ACF Technical Center researchers have gotten steel producers to make a low-alloy, high-strength steel with improved low-temperature characteristics. The metal is now being used in critical areas of freight cars such as bolsters, center sills and shear panels. Trend to lower car weights and higher payloads has seen high-strength steels substituted for what ACF engineers term "garden variety" steels formerly used. When some of these alloys failed to exhibit the expected resistance to fracture under dynamic stresses at low temperatures, ACF metallurgists worked with steel mills to change melting practices and rolling techniques, producing a metal which performs more satisfactorily in extremely cold weather.

World War II veteran: A London & North Eastern 3-cylinder Pacific locomotive that pulled General Eisenhower's staff train in Britain during the war arrived in this country last week. It will be part of the permanent display at the National Railroad Museum in Green Bay, Wis. President Arthur E. Stoddard of the Union Pacific, who was in charge of the train during the war, was aided by Carr Sherrington, formerly information officer for the British Railways Board, in bringing the "Dwight D. Eisenhower" here.

"There's a railroad in your future" was the theme of last week's "Futurama For Progress" in Pittsburgh. The big display of late-model freight cars was officially inaugurated by P&LE President John W. Barriger, who described it as a "fashion show for the railroads." Mr. Barriger, is 1964 chairman of the Railroad Community Relations Committee of the Pittsburgh railroads, which sponsored the event in honor of National Transportation Week.

Current statistics

Net income, estimated	
3 mos., 1964	$144,000,000
3 mos., 1963	84,000,000
Carloadings, revenue freight	
19 wks., 1964	10,146,087
19 wks., 1963	10,029,585
Freight cars on order	
Apr. 1, 1964	36,919
Apr. 1, 1963	20,970
Freight cars delivered	
3 mos., 1964	17,300
3 mos., 1963	9,545
Serviceable cars	
Mar. 1, 1964	1,411,426
Mar. 1, 1963	1,416,368

Howard J. Russell
Stanray

Albert E. Brown
Chromium Corp.

Supply Trade

Howard J. Russell appointed vice president—administration, **Standard Railway Equipment** division, **Stanray Corp.**, Chicago. Mr. Russell was formerly vice president—Rail and Container Sales division, Trailmobile Division, Pullman, Inc.

Albert E. Brown has been appointed sales and service engineer on the staff of the Cleveland Plant, **Chromium Corp. of America.** Formerly with the Santa Fe, the Prince Manufacturing Co. and Wyandotte Chemical Co., Mr. Brown will provide services to railroads in the southeastern states from his home in Richmond, Va.

A. D. McCombs has been appointed assistant manager, Fleet, Rail and Container sales, **Trailmobile** division of **Pullman Inc.**, at Cincinnati, Ohio. Mr. McCombs was formerly a sales representative, Rail and Container sales department, Pittsburgh.

A. W. Clubb assumed the duties of vice president and assistant general manager, **Shunk Manufacturing Co.**, Bucyrus, Ohio, on April 1. **J. C. Coffman,** who was named sales manager in January, has been elected vice president—sales (RA, Jan. 20, p. 130-131).

Raymond E. Kovarik has joined **Durox Equipment Co.**, Cleveland, as vice president—sales and manufacturing. Mr. Kovarik was formerly manager of industrial sales, National Castings Co.

Daniel P. Conrad has been appointed eastern regional sales manager, Tank Car Sales Division, **General American Transportation Corp.**, with headquarters at Chicago. He was formerly a sales representative at New York.

George Coull has been named executive vice president, **Vapor Heating Limited,** of Canada, effective June 1. Mr. Coull will replace **Norman English,** who is retiring.

Albert G. Maier, assistant eastern manager, **General Railway Signal Co.**, New York, appointed western manager, Chicago, and is succeeded by **Robert K. Wickliffe. Eugene C. Lepp** has been added to the New York sales staff.

Union Supply Co., 5460 Colorado Blvd., Denver 16, Colo. (P.O. Box 6735, Stockyards Station) has been named exclusive representative for **Tote Systems Division, Hoover Ball & Bearing Co.**, Beatrice, Neb., for the states of Colorado and Wyoming. **Val B. Dean** will handle the account.

Donald R. Meier has been named manager of domestic locomotive sales and application, **General Electric Co.**, Erie, Pa. **Clarke S. Bress-**

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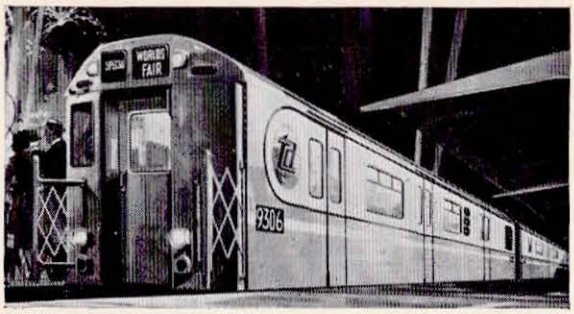

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William N. Hoelzel
Screw & Bolt

Edward B. Stanton
Page & Page

ler and **Philip A. Smith** will fill newly created marketing positions with responsibility for planning and coordinating the domestic reional sales activities, Locomotive and Car Equipment Department. Mr. Meier was formerly manager of locomotive product planning and marketing research. Mr. Bressler was locomotive sales engineer, Omaha office. Mr. Smith has been assigned to GE's New York sales office since 1959.

William N. Hoelzel appointed manager of railroad product sales, **Screw & Bolt Corp. of America** at Chicago.

Edward B. Stanton named head of the new railroad sales division, **Page & Page Co.**, Portland, Ore. (RA, April 6, page 34).

Thomas V. Fischer has been elected secretary, **North American Car Corp.** He was formerly assistant secretary and counsel.

G. E. Everett, manager, Special Projects and Tank Car International Operations, **General American Transportation Corp.,** will open European headquarters at Rotterdam, Holland, effective June 1.

C. E. Staples has been appointed senior consulting engineer, Research Department, **Union Switch & Signal Division of Westinghouse Air Brake Co.** Mr. Staples was previously assigned as section engineer—electrical.

Railroad Accessories Corp. has purchased the assets, manufacturing facilities and patents of **Griswold Signal Co.** and **Transport Products Corp.** Both Griswold and Transport will be independently operated as wholly-owned subsidiaries of Raco. Sales and service to customers will be handled as before, except that Raco sales personnel will also represent Griswold and Transport. **H. A. Scott** is president of Raco. **F. W. Griswold** is president of Griswold and **H. W. Watkins** continues as general manager. **T. F. Going** will continue as president of Transport Products and **J. C. Holston** continues as general manager.

E. Harry Reid, sales manager, Transportation Seating Division, **Heywood-Wakefield Co.,** has announced the appointment of **Sunset Equipment Co.,** 268 Market Street, San Francisco, Calif., as a selling agency for rapid transit seating and bus seating.

Exide Industrial Division, Electric Storage Battery Co., has begun construction of a new half-million-dollar industrial storage battery project at Woodland, Calif., near Sacramento, to replace its present plant in San Francisco. **Charles L. Eberhardt,** Exide's West Coast plant manager, will be in charge of operations. It is expected that the plant will be ready for operation by Aug. 1.

Freight and Passenger Car Charts

These charts are very helpful to AAR billing clerks, mechanical engineers, purchasing and stores personnel, car inspectors, write-up men, car foremen, and anyone else who needs a knowledge of car parts and their relation to each other.

The charts include a cutaway diagram of the car and a listing of important parts with arrows showing where the part is located. These charts are a part of standard training programs used on a number of major railroads.

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5/18/64

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Is rail travel necessary?

Public policy promotes air and highway transport, leaving railways to their own devices—Is this what public really wants?

The fundamental difficulty confronting the railroads with their passenger operations is the long accepted practice of expecting them to try to conduct the service as a self-supporting business. Meantime, they operate in this manner in competition with other kinds of passenger transportation (e.g., highway and air) where most of the fixed facilities and a large part of the annual expense is a direct charge on government.

No less an authority than the federal highway administrator, Rex M. Whitton, recently estimated (in a letter to the New York Times) that the total cost of operating a $2,900 automobile is 10¢ per mile—of which the average tax on fuel represents only 0.7¢ per mile. Thus, the country's magnificent highway system is placed at the disposal of the motoring public at a charge which is only 7% of the average total expense of auto transportation.

The highway system is supported only in part by the users. That is, large contributions from general taxation have gone into highway construction and maintenance; and the enormous highway plant yields nothing in *ad valorem* taxes. The situation of air transportation is somewhat similar, i.e., it is only partly self-sustaining.

Mr. Whitton believes people are not opposed to making larger payments for superior facilities, as shown by their wide use of toll roads at an extra charge which averages 1½¢ per vehicle-mile. He expects that the Interstate Highway System, scheduled for completion in 1972, will save highway users $9 billion a year in lower operating costs and fewer accidents.

If the highway system were being conducted as a business, surely some part of that $9 billion would be collected in additional charges on users. It should be feasible to make the highway plant wholly self-sustaining; and even to have it yield taxes for general governmental expenses, as does property which is privately owned. However, the people are sovereign. If they want to pay part of the cost of highway and air transport by taxation, that is their privilege.

For division of traffic between different modes to be accomplished on a basis of their relative economy—either highway and air transport should be made self-sustaining and productive of net tax revenues (as rail travel is), or some of the financial favors provided for the users of highways and air transport will have to be extended also to users of railway service.

There is no one "passenger problem" so far as railroads are concerned. Each railroad has a different problem. Some companies have been able to get out of the business entirely—at no great inconvenience to the public, and at great advantage to themselves, and to their freight customers. But there are some railroad passenger services that appear to be practically indispensable from the standpoint of public convenience and national safety. In some cases, if the railroads were forced to withdraw from these services, public "authorities" would probably have to take them over.

Undoubtedly most railroad people would prefer to have equality between modes established by placing all of them on a self-sustaining basis. If this is not done, then some of the tax-exemption and other favors now extended to air and highway movement will have to be extended to users of railroad service. The alternative is that railway passenger service will shrink far beyond the degree that is justified by economics, or by adequate concern for public convenience and safety. Indeed, this degree of atrophy has undoubtedly already occurred in some places.

Most railroads are continuing to provide basic passenger service of good (often excellent) quality, despite all handicaps. Such railroads deserve the acclaim, not only of the public and government, but of the entire railroad industry. Because it is a fact that *good railroad passenger service wins friends, not just for the companies that provide it, but for the entire railroad industry.*

A job for statesmen

More and more public officials are beginning to understand that the problem of modernized railway passenger service is largely one of public policy. Try as best they can, railroads alone cannot solve this problem. And they are certainly not going to rattle the tin cup at the doors of the national and state capitols. The job of putting all transportation on a sound and equitable economic footing is a responsibility of statesmen.

The railways of the North American continent have technological competence unsurpassed anywhere in the transportation world. They are continuing to display ingenuity of a high order (as evidenced elsewhere in this issue) to make their service more attractive and more profitable. Given public policies (and opportunities) equivalent to those accorded to railways in other leading countries, North America's railways would quickly resume their leadership in passenger transportation.

Most experts are predicting there will be a man on the moon by 1970. But even if they're off by several years, you can still be certain of this: Kerite cables that you install today will still be in peak condition a generation or longer after the lunar landing. Basis for that prediction: the incontestable record of past performance. There are miles of Kerite cable that have already served for 40, 50, 60 years and more. Kerite cables embody today's most advanced techniques of manufacture, research, and—above all—long term testing coordinated with actual service results. But it's how they'll perform tomorrow—and for how many tomorrows—that really matters. Kerite's past performance is your best assurance of lowest cost per year for years to come. The Kerite Company—30 Church Street, New York 7, N. Y.

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